

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 85

AUGUST 1, 1931

Number 5

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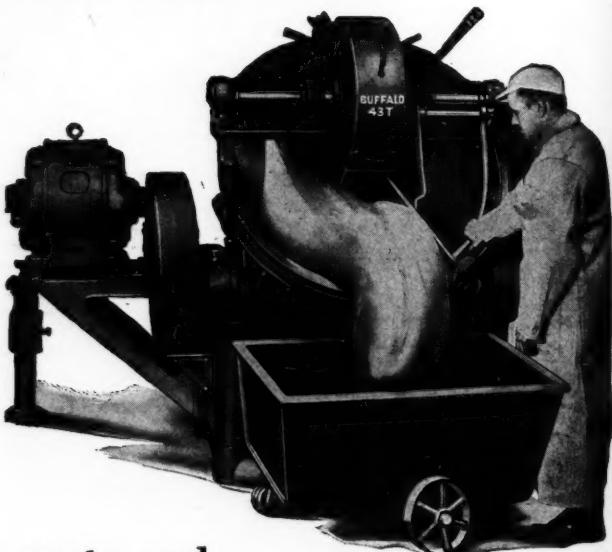
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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AUGUST 1, 1931

Chicago and New York

## Why Meat Packer Must Keep Track of His Costs

### Proper Cost Accounting System in Meat Plant Is Necessary for Packer Who Wants to Stay Out of Trouble

Cost accounting in the meat packing industry needs more attention than it gets.

A good, simple, practical cost accounting system is an invaluable asset in any business. To the meat packer, who makes such a great variety of products, its omission is an invitation to financial disaster.

How much per pound does it cost to produce smoked hams?

How much do dry cure bellies cost? What do pickle bellies cost?

Can the same costs be assigned to frankfurts as to bologna?

These are only a few of the hundreds of questions to which every packer should have the answer. An adequate cost accounting system will furnish it.

#### Must First Get Unit Cost

In the first place, it is necessary to know the unit cost of products to determine what the sale price shall be. To be sure the current market has an influence on this, but the packer should know if his manufacturing costs will result in profit or loss based on the current market.

In the second place, this is the only way he can determine whether or not the manufacture of a given product is profitable, or if it would be more profitable for him to buy this product on the open market to supply his trade.

In addition to determining unit



IT PAYS TO KNOW YOUR COSTS.

costs, a cost accounting system will be the packer's safeguard in every phase of his business. It will tell him where he stands at the end of each period; it will furnish him the information on which he can base his claims for credit; on which he pays his taxes; and on which he can estimate his future operation.

A brief discussion of some of the more practical and everyday advantages of a cost accounting system is presented in the following article by a well-known certified public accountant.

#### Need and Value of a Cost Accounting System

By J. J. Berliner.

A cost system may be defined as a method of allocating to the manufactured product all expenditures for the normal operation of a plant.

The object of a cost system, as the

name implies, is to determine costs. Its primary purpose is to aid those in charge of the operation of a plant in attaining greater efficiency.

Thus, the cost system must serve to determine through experience minimum costs, from which standards may be established as goals to be attained in future production to safeguard the maintenance of those standards, or to establish new, lower standards in subsequent operations to assist in the assignment of work to employees best fitted for it; to hold accountable those responsible for the various items of cost; and to determine the unit profit arising from the sales of various articles made in the same factory.

The cost system presents a financial history of the operations of a plant.

#### Why Cost Accounting Is Necessary.

It is not in itself corrective; it merely points the way to better results. But its aid must be sought.

To reap the benefits from it, the figures must be constantly analyzed and used as a guide for present and future operations. It will prevent a repetition of the errors of the past.

A cost accounting system gives detailed information as to the cost of each unit of work or product manufactured; the cost of operating each manufacturing department, the sources of profit, and the results of the operation of the entire business. It also permits the analysis and comparison of these facts so that the management may be able to conduct the affairs of the business successfully.

The expansion of manufacturing in

recent years has been along certain well defined lines. These are:

An increase in the size of manufacturing plants; an increase in the number and quantity of products manufactured; and an increase in complexity of manufacturing processes and methods.

The modern plant occupies more space and employs more workers than did the factory of a generation ago, with the result that the management can no longer have personal acquaintance with all the activities within the plant organization.

Differences in requirements have led to an increase in the number, kinds, and types of products manufactured, while increased demand has caused production to be conducted on a larger scale than in former years. This has added to the burden of management by increasing the production problems to be solved in handling a variety of products.

Rising costs and more intense competition have had an effect on manufacturing conditions. Competition has caused the use of more intensive sales methods and has set limits on selling prices that have given additional impetus to the adoption of economies in manufacturing and selling.

These influences have forced upon the attention of management the necessity for more detailed and exact knowledge of the cost of producing and selling their various products.

#### Finding Accurate Unit Costs.

One of the most important advantages of a good cost system is that it shows accurate unit and total costs. A progressive packer wants to know the costs of his individual products. Total costs alone do not satisfy; neither do average costs for the business as a whole. An actual case will illustrate this point.

Two packers, A and B, produced several grades of the same product. A kept only average unit costs for all products, while B recorded separately the exact unit costs of his different products. At the close of a fiscal period A's profits were disappointing, although his gross sales had been large. An analysis of his sales showed that most of the increase was in one line. A calculation of the costs of this line showed that he had been selling it below cost.

Since B had realized that he could not meet A's "below cost price," he had been gradually discontinuing the manufacture of this line and buying it from A. Most of A's sales had been made to B, and A's ignorance of his exact costs had forced him to the verge of bankruptcy.

With exact costs, profitable and non-profitable lines are clearly recognized.

## What It Means to Know Your Stuff!

Packer A kept only average unit costs for all his products.

Packer B recorded separately the exact unit cost of each of his products.

Packer A's volume was large, but at the end of the year his profits were disappointing.

Packer B found he could buy from Packer A at less cost than he could manufacture. He became one of his best customers.

*The end of the year found Packer B with a nice net profit, and Packer A on the verge of bankruptcy.*

This is the difference between knowledge and lack of knowledge of unit costs.

"Packinghouse Accounting," a book prepared by the Committee on Accounting of the Institute of American Meat Packers, explains cost finding, expense analysis and profit calculation in the packing industry, with particular reference to problems of joint and by-product costs.

Revised by Howard C. Greer, director of the Department of Organization and Accounting of the Institute. Price, \$4. May be obtained from the University of Chicago Press or THE NATIONAL PROVISIONER, Chicago.

Thus, sales departments can select the lines on which to allow commissions, can decide on the amount of commissions, and can choose the lines to "push."

Practical management in the direction of reducing costs seeks to eliminate all waste in materials and effort, to conserve all materials and labor by using each in the most productive way and by combining all in such relationships that they render the greatest possible help in bringing the product into existence.

If a workman loafes, there is waste, because his wage is a cost for which the business does not get the greatest return.

If a process using material has an unnecessarily large percentage of scrap, there is a waste of material which costs money. If scrap is discarded when it could be sold or worked up into a profitable by-product, there is waste. If a concern refrains from hiring a department superintendent which would cost them say \$5,000 per year and the workmen are less efficient for want of proper supervision, guidance, and stimulation to the extent of more than \$5,000 per year, there is waste in the management of the business. On the other hand, if a superintendent costs \$5,000 and the business could drop him without a \$5,000 diminishing of efficiency, he is a wasteful item of cost.

Unless costs are known, it is impossible to fix intelligently the selling

prices of products. It is no longer safe to operate a business by simply adding to manufacturing cost an arbitrary percentage deemed sufficient to cover both factory expense and selling and administrative expenses, and then trust blindly that the selling price will be high enough to cover all costs and to allow the desired margin of profit.

The difference between success and failure often depends upon whether costs are figured exactly even to the fraction of a cent, or whether they are figured in blind fashion.

Detailed costs depend largely on the time necessary to make the products. Indeed, in the final analysis, what is sold is the product, which includes the time of the machinery and equipment, the time of the employees, the time capital is tied up in raw materials and supplies and the time of the management. Accordingly those products which require the greatest amount of time, should be charged higher; also taking into consideration that work of a complex nature should be charged more than for work which is simple.

#### Inventory Control.

One of the hardest elements in almost any plant is to control the inventory. To ascertain the real value of the meats actually in storage is always a problem. An adequate cost system provides a means for recording the receipt and issuance of product so that the value of the balance remaining in storage may be found at any time.

The assistance which a good cost system can render a business in connection with its inventories does not stop here, however. It must be remembered that the product in storage is only a part of the entire inventory. There is, in addition, the product in process in the plant to be thought of also. To take a physical inventory of all this is even more of a task and less satisfactory than the same kind of an inventory for product in storage. A good cost system provides figures of the value of product in process at the end of each month, or whenever they are needed, on short notice.

With the inventories before him during the first week or ten days of each month, the executive is in position to make decisions with definite knowledge. What is more, he can have a balance sheet ready to present to his bankers, and so be in position to establish the standing of his concern with them in a way quite impossible without such aid. It is essential for the plant executive to appreciate the importance of these dollars and cents records of material. Accustomed as he is to thinking primarily in terms of quantities, he sometimes forgets that the

(Continued on page 36.)

## Effective Packaging Design Takes Consumer Preference into Account

Few packers today question the merchandising value of wrappings and packages for meat products.

It has come to be appreciated almost universally in the meat industry that housewives prefer wrapped and packaged foods and that, other things being equal, they will favor those offered for sale in this modern manner.

It is no longer a question whether many meat products will be wrapped and packaged, but rather what style and design of package will be adopted to give the greatest sales appeal.

Formerly there was the competition of quality. But today quality alone will not sell meats.

There must be quality, of course, but unless this is suggested to the consumer in the character of wrappings and packages used, sales results may remain below what might be possible with up-to-date design.

Whether wrapping and packaging development in the meat industry has kept step with other branches of the food industry is debatable. Some meat merchandisers believe it has. On the other hand, there are those who think more attractive wrappings and packages would be helpful in aiding to meet the competition of other foods offered for sale in the latest examples of the packaging art.

### Consumer Dictates Package Style.

But in any event, the progress any packer will make in developing better wrappings and packages for his products hardly will be dictated by his desires and inclinations entirely, unless he chooses to ignore completely consumer good will and the progress of competition. This latter point was brought out by Ben Nash, product development and merchandiser counselor, in an address at the recent packaging conference held in New York.

"The wants of today's consumers," he said, "will set the specifications for your effective packaging. If your present package was designed for a set of consumer specifications of 1890 or 1900, then check them immediately with the needs and desires of today."

"Your choice as to whether you will or will not re-style your old package is not in your own hands. It is in the hands of the consumer or of some live

competitor who is meeting the consumer's wishes.

"Through advertising and its attending study of market needs, we have learned a lot about the things consumers think about products. Many a package which formerly seemed adequate has become as obsolete as a buggy. Consumers were buying coffee in bags and then in tin cans, but they wanted the full coffee flavor of the vacuum package—and they got it.

### Packaging Increases Sale.

"Consumers really needed many products, but often they forgot to buy them at the store, and manufacturers lost these sales. Then transparent wrappings helped bring these products out from the drawers and shelves onto

age. So by way of experiment five different perfumes were put into blind, unlabelled bottles and taken to a large number of women for their choice. Three of these perfumes were the manufacturer's own odors and two were foreign odors taken from fancy bottles.

"The investigation using five unlabelled bottles showed an outstanding preference for two of this manufacturer's perfume odors," said Mr. Nash. "These two odors stood one and two in the investigation—yet the competitors' perfumes continued to get a goodly share of the consumers' business because of the more attractive containers.

### Shall Packages Be Restyled?

"The new ways the consumer wishes to buy products and the new convenient



MODERN MEAT PACKAGES HAVE SALES APPEAL.

Today there is the competition of the package. Meat products in wrappings and packages that do not reflect the high quality of their contents are at a decided sales disadvantage. Progress is being made in the design of wrappings and packages, and it pays the meat packer to keep up-to-date along these lines. Here are shown various ways to give "class" to products through the use of parchment paper.

the counters in an appealing form—and the consumer bought more of the products they needed. The consumer wanted to buy more merchandise and this change in packaging helped them do it."

### Container Appearance Sells.

The speaker described the experience of one leading American perfume manufacturer who had always argued that the consumer was more particular about the quality and amount of perfume contents than an attractive bottle or pack-

places in which the consumer wishes to buy them is causing packaging to play a large part in today's merchandising plans. The necessity for change in packaging and merchandising goes right back to what is the consumer's idea and not the manufacturer's idea of the adequacy and suitability of the package. The consumer is going to get what he or she wants. Either you or your competitor will give it.

"Does restyling pay? The answer to this question is shown in the past 10

years' figures of the sales growth of perfumes and cosmetics.

"Consumers were more interested in products which were packaged to fit into their own scheme of things, than in those products which picture the largest factory in the world. Yet many manufacturers were so close to their own business that they could not see this fact.

"Every year new home makers are coming into the market to buy the products for the home. They come in with exceedingly different ideas than those to which we sometimes attach our enviable packaging good-will."

#### Color Scheme Important.

A current investigation regarding feminine color choice for a particular product, according to Mr. Nash, showed the following:

The college girls chose blue as their preference, business girls chose green, and factory girls had a preference for rose-pink—and the product for which this investigation was made has been produced in red for years.

"Electric refrigeration," Mr. Nash continued, "the small apartments and the smaller inventory in the kitchen larder is causing a change in packaging sizes and urging the additional convenience features for the packages of the future. The alert manufacturer whose packagings will fit into the consumers' new way of doing things can enjoy the fruits of this up-to-dateness.

"Concerning the current fitness of packages may I sum up by saying that too frequently we view our package problem only as far as the dealers' shelf. This to us seems to be their final resting place and often it is. We should see our packages on the pantry shelf, in the bathroom closet, in the dressing table drawer, on top of the dressing table, and further, search the way our products are put to use, all the way to the ash can.

#### Factors to Consider.

"If you contemplate bringing your package up to date, then consider these few things:

"First, learn how the consumer wishes to receive your product and how it is put to use.

"Second, strive for simplicity.

"Third, if the package should carry essential facts, then say these facts in a friendly human way.

"Fourth, if the color of the package is a trade mark asset, hold to this if possible, because color is one of the easiest symbols for the consumer to remember.

"Fifth, look to the name of your product; can the name be made more fitting to the spirit of the times?"

#### PACIFIC MEAT PIONEER DIES.

Charles S. Hardy, one of the pioneer livestock and meat packing leaders of the Pacific Coast, passed away at his home at San Diego, Calif., on July 14 at the age of 69, following a heart attack induced by overwork and the heat.

Although primarily interested in cattle production and land development, and for the past few years general manager of one of the few great ranches left on the American continent, Mr. Hardy spent nearly half a century in the meat business.

He was noted as a shrewd meat merchandiser, and personally conducted for many years one of the most famous

er, settled in that state in the early 50's. Going to San Diego in 1885, the younger Hardy opened the Bay City Market, and organized the packing firm of Charles S. Hardy & Co. in 1887. This company later became the Hardy Dressed Beef Co., a merger of several companies.

In connection with his meat packing business in San Diego he established slaughtering plants at Old Town, Calif., and Tijuana, Mex. The San Diego plant was remodeled in 1912, turning it into one of the finest abattoirs in that section of the state. The Cudahy Packing Co. took over the business last year, when Mr. Hardy decided to give all his time to his ranch interests.

Not only was Mr. Hardy prominent in the meat packing industry, but he was an outstanding factor in California state politics.

#### PACKER CONVENTION EXHIBITS.

Thirty booths already have been taken by equipment and supply manufacturers and others who will participate in the exhibit of packinghouse equipment and supplies at the 26th annual convention of the Institute of American Meat Packers, which will be held at the new Waldorf Astoria Hotel, New York City, on October 16 to 21, 1931.

Some misunderstanding has existed in the minds of a few possible exhibitors as to the relative location of the Ball Room Foyer and Astor Gallery, the two rooms in which the exhibits will be held. As a matter of fact, there is no choice as to booth space in the two rooms. Both rooms are on the same floor level. Both rooms open off the hallway to the convention hall, and both exhibition rooms can only be entered from this hallway. Each exhibition room is a room in itself, and has no communication direct to the convention hall.

All booth space in the Ball Room Foyer has been reserved, but several booths are still available in the Astor Gallery. Reservations should be sent to H. L. Osman, Institute of American Meat Packers, 506 South Wabash ave., Chicago, Ill.

#### VISKING HAS SAFETY RECORD.

The Visking Corporation, Union Stock Yards, Chicago, was a winner in the recent safety contest sponsored by the Chicago Safety Council. Entered in the Food Products Group, their record of one lost time accident during the last six months against an exposure of 180,139 working hours was the best for the Food Section. President E. O. Freund has always given active interest and direction to accident prevention, with the result that every year has shown a marked decrease over the preceding year in both the number and severity of accidents.



THE LATE CHARLES S. HARDY.

and successful markets on the Pacific Coast. The Hardy market in San Diego was unique in the fact that it was open for business 24 hours a day.

It was a common habit among San Diego residents to do their meat marketing after theater or party hours at night. Perhaps this habit had its beginning in the days before modern shop refrigeration, and because while California days are hot, nights are always cool. At any rate, it was a sight to see housewives buying meat after midnight, and "Charlie" Hardy knew what that day-and-night service meant in volume of business.

When the Institute of American Meat Packers was established its first Pacific Coast vice president was Charles S. Hardy, and he was an enthusiastic booster in the interests of united action on the part of the meat industry of the country. He personally canvassed the Pacific Coast for members, and was the chief figure in the big meeting held at San Francisco in 1920.

Mr. Hardy was born in California. His father, Isaac Hardy, a ranch own-

## Success in a Sausage Campaign Depends on Cooperation of All Trade Interests

"Now, all pull together!"

This is a familiar slogan in the meat trade.

It was made famous by George L. McCarthy in the early days of the American Meat Packers' Association. And it got results.

Old-timers who remember it are inclined to believe it might be resurrected to good advantage in the present Chicago sausage campaign.

"The hot weather and the Meat Council sausage advertising campaign are surely giving us our chance to cash in on sausage," a well-known dealer on the Southwest side of Chicago, said recently. A survey of the retail stores in the Chicago area, made by the Meat Council of Chicago, shows that a large number of retailers are deriving benefits from the sausage advertising campaign.

### Haven't Been Told Yet.

In some of the districts visited, however, only a few merchants were aware that the campaign was going on. They said they would be interested in the display material, but had never been offered any.

Several South Side shops visited in the survey were displaying window streamers dating back to the first periods of the campaign. In a number of stores the proprietors are failing to profit from the campaign because they are not utilizing the material which is being distributed.

Officials of the Meat Council have pointed out that the full benefits of the campaign cannot be achieved unless all the retailers and wholesalers participating cooperate to the fullest extent. Efforts will be made to create a greater amount of interest among packer and sausage salesmen who come in contact with the retailers, and attempts will be made through personal contacts and through letters to interest more retailers in utilizing the material.

### Mass Meetings for Dealers.

Three retailer mass meetings to explain methods of "cashing in" on the sausage advertising campaign will be held in the North, South and West sides of Chicago in the latter part of August, it was announced by the council this week.

These meetings are to be held in cooperation with the Retail Meat Dealers' Association of Chicago and will be modelled after the mass meeting on May 26 at the Palmer House, with which the campaign was opened. Speakers are being obtained to give

practical talks on selling more sausage. New methods of dressing windows will be shown, and actual cases in which retailers have been able to increase their sales will be explained.

### Liver Sausage Prize Winners.

With a menu tinged with the exotic romance and spice of old Spain, Miss Dorothy Wright of 7147 Bennett ave., Chicago, won the first place award in the liver sausage menu contest sponsored by the Meat Council of Chicago. Miss Wright has named her recipe "Liver Sausage Espagnol." Entrants in the contest submitted menus built around a principal dish utilizing liver sausage.

Miss Wright makes Liver Sausage Espagnol in this manner. She cuts several slices of liver sausage from  $\frac{1}{2}$  inch to  $\frac{3}{4}$  inch thick. The slices are dipped in flour and fried in bacon fat until they are a delicate brown on both

sides. Then the liver sausage is placed on a heated platter.

Two sliced onions and one chopped pepper are fried in about 3 tablespoons of lard. Three tablespoons of flour are added and mixed well with the onions and peppers. Then  $1\frac{1}{4}$  of canned tomatoes (not too solid with fruit) are added. The mixture should be cooked slowly for about ten minutes, seasoned lightly with salt and pepper and poured over the fried liver sausage.

Liver sausage prepared in this manner is served with celery, stuffed with cream cheese; olives and radishes; fruit salad, buttered potatoes; graham muffins, and coffee or iced tea or iced coffee.

Mrs. M. Martin of 804 N. Taylor ave., Oak Park, was winner of the second place award with a liver sausage breakfast menu. To Mrs. M. Burns of 2661 Eastwood ave. was awarded third place in the contest.

At the present time the Meat Council is offering three cash awards for the best menus built around a dish featuring the use of luncheon specialty. Entries in this contest must be sent to the Meat Council of Chicago, 31 East Congress st., before August 5. The menus are being judged by the home economics department of the Chicago Evening American.

## Food Dominates Total Retail Sales and Stores Add Meats Rapidly

The dominant position held by food in retail sales of the country becomes strikingly evident, as shown by completed reports of the 1930 census of distribution. Food sales hold first place in a majority of the states, second in a smaller percentage and in only a very few states do they drop to third place.

In the following states the total retail sales, per capita retail sales, total food sales, and the place of food in total sales are given as follows:

	ALL RETAIL SALES		FOOD SALES		P. C. of total.
	Total.	Per capita.	Dollar volume.	Percentage	
Arizona	\$ 192,418,746	\$441.76	\$ 36,468,229	18.95	
Arkansas	411,494,753	221.89	68,221,911	16.83	
Colorado	497,832,191	480.05	115,857,617	23.28	
Georgia	1,043,160,600	241.32	134,900,998	23.11	
Idaho	109,584,543	380.11	20,440,704	17.37	
Illinois	3,087,370,536	483.23	830,380,497	23.52	
Kentucky	592,008,870	226.42	127,667,618	21.56	
Maine	309,934,858	388.67	75,962,423	24.51	
Mississippi	413,858,201	205.92	68,313,831	16.52	
Missouri	1,490,146,846	410.58	285,950,910	19.19	
Nevada	50,082,632	555.06	9,433,205	23.87	
New Hampshire	181,500,859	390.08	51,259,934	28.23	
North Dakota	232,810,484	341.94	31,165,691	13.38	
South Carolina	269,037,807	171.98	63,816,960	21.35	
Utah	200,041,805	393.90	34,235,590	17.13	
Virginia	506,784,504	246.42	121,376,544	20.35	
West Virginia	442,119,101	255.68	82,264,958	18.60	

Meat constituted one of the most important food items. The tendency to add meat departments to grocery stores and grocery lines to meat stores appears to be emphasized as additional state reports are available.

Sales in combination stores are far in excess of those devoted to either groceries alone or meats alone. The following table shows the number and total sales of grocery stores without meat departments, of combination grocery and meat stores, and of meat stores without grocery lines, for states listed.

GROCERY STORES. No.	COMBINATION MEAT AND GROCERY STORES. No.		MEAT STORES. No.	Sales.
	Sales.	Sales.		
Arizona	613	\$ 8,706,483	535	\$ 21,873,742
Arkansas	2,953	28,553,762	1,466	35,072,142
Colorado	1,217	18,388,101	1,328	76,682,308
Georgia	6,622	58,625,148	2,678	60,397,523
Idaho	427	12,740,873	220	8,850,416
Illinois	10,900	29,400,109	7,142	228,400,106
Kentucky	3,444	37,269,534	2,716	62,623,649
Maine	1,485	27,021,354	1,084	35,962,645
Mississippi	3,933	37,439,281	945	25,115,653
Missouri	3,702	53,143,141	5,523	175,667,305
Nevada	127	3,839,048	42	3,222,401
New Hampshire	803	17,347,217	655	24,599,796
North Dakota	416	10,592,772	397	11,838,978
South Carolina	4,054	39,362,063	1,019	18,610,191
Utah	551	8,940,380	373	17,654,262
Virginia	3,946	44,181,528	2,350	52,384,723
West Virginia	1,989	26,422,371	1,601	42,218,039

**Packers' Traffic Problems**

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

**WESTERN LIVESTOCK RATES.**

Livestock freight rates west of Chicago and St. Louis have been changed radically by the recent decision of the Interstate Commerce Commission in the Western livestock case.

Rates proposed by the opinion will completely revolutionize the livestock rate structure in the territory described.

Territory east of and on the Missouri River will be subject to thousands of increases. Territories west of the river will have thousands of decreases and some increases.

That is why the livestock industry is divided in its opinion on the merits of the ruling.

The decision is officially known as Opinion 16,096 and the style of the case is Docket 17,000, part 9, Livestock, Western District Rates. The case was under consideration for over two years, and the record covers thousands of pages, with hundreds of exhibits.

**Upsetting Old Precedents.**

Briefly stated, the Commission in its ruling divided the Western territory into two groups as follows:

1. W. T. L. and S. W. territory. This vast territory is given the scale of rates set out in Appendix H.

2. Mountain-Pacific territory. This territory, with some exceptions, is given the scale of rates set out in Appendix J. This scale will run approximately ten per cent higher than the rates in the territory No. 1.

For many years—in fact, from the beginning of rail transportation in the West—livestock rates have been upon a lower basis on and east of the Missouri river than in the territory west of it. The low rates generally extended into the Southwest. Now the entire district lying east of the Rocky Mountains is to be put on a parity. Obviously this will arouse a storm of criticism from those whose rates are increased.

The opinion was not unanimous and strong dissenting opinions were written by Commissioners Lewis, Porter, Maffie and Eastman.

**Chief Features of Decision.**

Without expressing any opinion on the rates themselves THE NATIONAL PROVISIONER merely records a few of the major changes authorized by the decision.

1. The cattle minimum of 22,000 lbs. is made effective in territory 1 and

24,000 lbs. is to be applied in Mountain-Pacific territory.

2. The stocker and feeder cattle minimum is to be 20,000 lbs. in the Southwest and 22,000 lbs. elsewhere.

3. The minima on calves will be: Single deck, 16,000; double deck, 23,000 lbs.

4. The minima on hogs will be: Single deck, 16,500; double deck, 24,000 lbs.

5. Stocker and feeder pigs and hogs will be subject to the following minima: Single deck, 15,000 lbs.; double deck, 22,000 lbs.

6. The minima on sheep and lambs will be made 12,000 lbs. on single decks; 20,000 lbs. on double decks.

7. Feeder sheep in the Southwest will be subject to a minimum of 18,000 lbs. in double deck cars.

8. These minima are applicable to cars of standard length—36 ft. 6 in.—and a uniform scale of minima applies for longer cars.

**Based on the Cattle Rate.**

9. The cattle rate is the base rate and applies on double decks of hogs, calves, sheep, lambs, goats and kids. Calves and hogs, single deck, take 115% of the base rate; sheep and goats, single deck, 125%.

10. The mileage scales are intended to be applied either single or joint line without addition of arbitraries.

11. Double deck rates are made applicable from all stations. This marks a distinct departure in many sections.

12. No attempt is made to relate the new rates to class rates.

13. Certain grouping is to be allowed as outlined in the opinion.

14. Provision is made for specific proportional rates from St. Paul and for the construction of proportional rates from Missouri River markets, lower than the locals. Eastern packers, however, will derive little benefit from the suggested rates.

**Some Rules Are Unchanged.**

15. Uniform mixing rules are prescribed, these being similar to those now generally in effect.

16. The carriers are required to furnish singles in lieu of double decks ordered at all points. No notice is required at markets. From country points "reasonable" notice may be required.

17. Caretaker rules are prescribed and these closely follow the present general rules.

18. Stocker and feeder livestock rates are made uniformly 85% of the fat animal scales. These are limited to apply generally, but not to public markets.

19. Uniform market privileges are ordered, but do not apply on changed ownership. Denver privileges are continued as at present.

**Rates at Concentration Points.**

20. A charge of \$2.00 per car is imposed on all shipments which move into concentration points, and out at the balance of the through rate.

**NOTES OF "NEW COMPETITION."**

Standard Brands, Inc., reported a consolidated net profit of \$8,460,968 for the six months ended June 30. This compares with earnings of \$7,707,918 in the first half of 1930. These earnings include the operations of the German and South African subsidiaries of Royal Baking Powder Co. for the six months ended April 30, 1931, and for the English subsidiaries for the five months period of 1931 and the six months period of 1930. The June quarter of the half year just ended showed earnings approximately \$400,000 higher than those for the first quarter of the year.

Profits of the Ward Baking Co. for the twenty-seven weeks ended July 4 totaled \$741,888 after charges and taxes but not including reserves for contingencies and advertising set up but not spent, compared with \$948,548 after charges and taxes in the 1930 period.

**Gobel Shows Profit.**

A profit of \$42,703 is reported by Adolf Gobel, Inc., for the twelve weeks ended July 11 after depreciation, interest, taxes and preferred dividends of subsidiary companies. This compares with a loss of \$184,139 for the preceding twelve weeks and a loss of \$186,228 for the corresponding period of 1930.

**PACKER AND FOOD STOCKS.**

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 29, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on July 22, 1931, or nearest previous date:

	Sales.	High.	Low.	Close.
	Week ended July 29.	July 29.	July 22.	July 22.
Amal. Leather. ....				2
Do. Pfd. ....				20
Amer. H. & L. 500	6	6	6	6%
Do. Pfd. 200	26%	26	26	27%
Amer. Stores. 500	41%	41%	41%	41%
Armour A. 4,500	2	1%	1%	1%
Do. B. 1,000	1%	1%	1%	1%
Do. III. Pfd. 500	14	14	14	14%
Do. Do. Pfd. ....				4%
Burnett Leather. 100	50	50	50	50
Beechnut Pack. ....				1%
Boehack, H. C. ....				65
Do. Pfd. ....				52%
Brennan Pack. ....				10
Do. Pfd. ....				50
Chick C. Oil. 200	10%	10%	10%	10%
Childs Co. 3,800	17%	15	15	20%
Cudahy Pack. 500	40%	40%	40%	41%
First Nat. Strs. 3,000	55%	55	55	54%
Gen. Foods. 7,300	48%	48%	48%	49%
Gobel Co. 5,900	7%	7%	7%	7%
Gr.A.&IstPfd. 130	120	120	120	120
Do. New. 50	205	198	205	203
Hornbeck, G. A. ....				24
Horgrade Food. 500	3%	3%	3%	4%
Kroger G. & B. 25,000	30%	28%	30	20%
Libby McNeill. 1,550	10%	10%	10%	10%
McMarr Strs. 9,600	9%	9%	9%	10%
Mayer, Oscar. ....				5%
Mickelberry Co. 50	8½	8½	8½	8%
M. & H. Pfd. 100	18	18	18	18
Morell & Co. 100	40	40	40	40
Nat. Fed. Pd. A. ....				7%
Do. B. ....				1
Nat. Leather. ....				%
Nat. Tea. 2,300	15	14½	14½	15%
Proc. & Gamble 2,300	64	63	63%	64%
Do. Pr. Pfd. 2,000	100	100%	100	110
Ran. Pack. 100	10%	10%	10%	17%
Safeway Strs. 13,600	61%	57%	60	57%
Do. 6% Pfd. 210	94	93%	94	93%
Do. 7% Pfd. 110	106	105	105	106
Stahl Meyer. ....				10%
Swift & Co. 2,200	25%	25%	25%	26
Do. Int'l. 2,100	34	34	34	34
Trunz Pork. ....				14%
U. S. Cold Stor. ....				33%
U. S. Leather. 1,100	6%	6%	6%	7%
Do. A. 300	11%	11%	11%	11%
Do. Pr. Pfd. 300	86%	86%	86%	85%
Wesson Oil. 800	19%	19%	19%	19%
Do. Pfd. 300	55	55	55	55
Do. 7% Pfd. ....				10%
Wilson & Co. 200	5½	5½	5½	6
Do. Pfd. 200	33	33	33	32%

## EDITORIAL

### *Must Meat Packing Go on a Domestic Basis?*

There is a growing conviction in the meat packing industry that the business is rapidly approaching a domestic basis, and that less and less dependence can be put on the export market.

For a long time beef marketing has been on a domestic basis, but hog products have enjoyed a wide export outlet. In some cases the market was a lucrative one, while in others its chief value was in removing the depressing influence of surpluses from the domestic market.

The United States and Germany have been the principal European outlets for American pork meats and lard. Recently each has reflected a rapidly declining market, from both a volume and a price standpoint. Denmark, Netherlands, Belgium and to a certain extent the Baltic States have been supplying the British market, to the exclusion of the Canadian and American product. Also, these countries have laid down products in Germany at prices too low for American packers to compete successfully.

Great Britain and Central Europe are large consumers of American lard. But with the increase in hog production in Germany, Poland and other European countries, and with the inroads made on lard by cheap vegetable and fish oil products, this market, too, has shrunk to the lowest point in years.

If American packers will operate on the basis of a domestic market, buy their hogs accordingly, and pin less faith on an improved export market, they may find themselves in better position than if they go on assuming that as soon as economic conditions in Europe improve the outlet for American meats will be as of old.

As hog supplies in this country are likely to be larger during the coming year or two, the situation should be studied carefully.

Hogs have been cheap, but they have furnished the farmer the best market he has had for his grains. Consequently hog production is increasing. This increase is taking place following a year in which the corn crop was one of the smallest of record, but a year which taught farmers that good hogs can be produced profitably on many grains other than corn. Early corn prospects point to a crop some 900,000,000 bu. larger than a year ago, and farmers are planning to raise more pigs to utilize this crop.

Students of hog production say the present situation is similar to that of 1921. While hogs

were cheap at that time corn was cheaper, and the farmer found his best outlet for corn as a hog feed. As a result hog production increased, and the 1922 slaughter of hogs was some 10,000,-000 head larger than 1921. Everyone remembers the record hog runs of 1923 and 1924, and a similar situation during the coming two or three years is not impossible.

During those years of peak production great quantities of product were exported, but the prospect for the years immediately ahead are not so good for the export trade.

From now until the new crop hogs begin running, late in September or early in October, hog supplies may be light. This offers a good opportunity for packers to market their stocks on hand in preparation for the coming crop. Even during the period of probable scarcity it should be remembered that product put down through July, August and September will have to be marketed when hog runs are increasing, when prices are likely to show weakness, and when the market for the cured product will not necessarily show a wide margin over that for green.

Economists of the U. S. Department of Agriculture point out that the hog slaughter for the market year beginning October 1 promises to be greater than the average slaughter of the past four marketing years. If consumer buying power is increased this will help, but the influence of large supplies necessarily will be bearish. Plans, therefore, can be made for operation on a conservative price level, gearing costs to insure a margin of profit.

It promises to be a period when good merchandising will yield better returns than speculative effort.

### *Less Competition for Meat*

Meat may suffer less competition from cheap poultry and eggs during the coming fall and winter than during the past year. Estimates point to 5 per cent fewer laying hens, with the number of young chicks 10 per cent less. The output of commercial hatcheries during the first six months of 1931 was 26 per cent less. Storage stocks of poultry and eggs, too, were smaller.

Perhaps these foods have offered sharper competition to meat than is generally recognized. Families having a materially reduced food budget have many times substituted eggs, even though appetite longing was for meat.

Reduction in such food competition may be considered as just one straw in the wind pointing to an improved position for meat during the coming six to nine months.

# Practical Points for the Trade

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## What Are Veal Calves?

What are vealers? An Eastern packer who has quotations on various classes of calves does not know what the vealer class covers. He says:

Editor The National Provisioner:

Please give us explanation of grades for vealers as quoted on the principal livestock markets. That is, what are good, choice, common, etc.?

Vealers, as interpreted by the livestock grades of the U. S. Bureau of Agricultural Economics, and as generally accepted at the principal markets, are calves under three months of age which have had little feed other than milk. In dividing vealers into the different grades, conformation, finish and quality are used as the basis.

As all vealers are very young, division into classes is not necessary from a sex standpoint. They are therefore divided into lightweight, mediumweight and heavyweight.

Lightweight vealers include those weighing from 110 lbs. down. They are divided into five grades—choice or No. 1; good or No. 2; medium or No. 3; common or No. 4; and cull or No. 5.

Medium weights are included in the weights ranging from 110 to 180 lbs. There are six grades in this weight, the first being prime of No. A1. The other five grades are the same as for the lightweight selection.

Heavy weights include animals weighing 180 lbs. and up. Four grades are included in this selection—prime of No. A1; choice or No. 1; good or No. 2; medium or No. 3.

These weight selections are designed to enable slaughterers to buy vealers of any desired weight, thus obtaining carcasses which will produce wholesale and retail cuts of the desired weight and size. However, vealers must be bought not only by weight selection but by grade, to insure best results.

Choice or No. 1 grade vealers are superior in conformation, finish and quality. They are approximately rectangular and have a high degree of compactness. The head is short and wide and the neck is short and thick. Such vealers are wide and deep in proportion to length of body and the legs are short in proportion to depth of body and are set wide apart.

The shoulders, back, loin, rump, twist and thigh are thickly fleshed and the animal is of nearly the same width through the shoulders, loin and rump.

Individuals of this grade have a high dressing percentage and the carcasses have a high percentage of flesh to bone. The season of greatest supply is April,

May and June, although at the principal markets they are on sale throughout the year. They usually range in weight from 110 to 140 lbs.

**Good or No. 2 grade** vealers have a moderately high degree of conformation, finish and quality. They are rectangular in shape and compact. In other words, the good grade embodies all of the qualities of the choice but to a somewhat less degree. Individuals of this grade have a moderately high dressing percentage. These animals weigh 100 to 120 lbs. and are generally from 3 to 6 weeks old.

**Medium or No. 3 grade** is slightly deficient in conformation, finish and quality. They are more angular and rangy in their general build and shape, and the flesh covering of the shoulders, back, loin, rump, thigh and twist is slightly thin and the lines of these parts may be empty, sunken or hollowed. The width of the animal in the various parts of the body varies considerably, and there is a lower percentage of the animal's weight in the parts from which the higher priced cuts of meat are obtained.

Animals of this grade usually weigh from 90 to 110 lbs. Their dressing per-

centage is slightly low. They are largely of dairy type, scrub or nondescript breeding and are from 3 to 6 weeks old.

**Common or No. 4 grade** is very deficient in conformation, finish and quality. The general shape is angular and rangy. Top and underline and the lines of the sides are very irregular. The head and neck are very narrow in proportion to length of body and the legs are long in proportion to depth of body. The flesh covering is thin and the percentage of weight in the vicinity of the best cuts is low. The dressing percentage is low. Vealers of this class vary in weight from 90 to 180 lbs. but generally weigh from 120 lbs. down. They are generally less than 6 weeks old but some of them range in age up to 3 months.

## Why Weasands Blister

Complaints have been received from a number of sausagemakers regarding weasands blistering. A good deal of this trouble can be traced to methods of handling.

In writing regarding his experience one sausagemaker says that the weasands he uses for braunschweiger blister so badly that sometimes he loses half of the batch he makes. He says he handles the weasands as follows:

I blow them up first and then dry them. When they are dry I cut off one end and salt them down until I am ready to use them. Out of the last 120 lb. batch made I barely got 50 lbs. because they blistered so badly that they were unsightly. Those that did not blister burst open.

In the first place, this sausagemaker would do better to use hog bungs for braunschweiger, as they are better adapted to the purpose than weasands. His trouble, however, is due to his method of handling the weasands.

There are two reasons why his weasands blister. First, the drying process evidently is wrong. The proper way to dry weasands is air drying. However, if forced to use steam for the purpose, the weasands must never be parched dry. They must be cut down when in shape to fold without cracking.

The weasands should not be salted. They should be packed away in a dry state, usually put in the cooler, and when ready to stuff soaked in warm water.

If these directions are followed, there will be little trouble with weasands blistering.

*Do you use this page to get your questions answered?*

August 1, 1931.

## All Beef Mortadella

How is an all beef mortadella made? An Eastern sausage maker says this is what his trade demands. He writes as follows:

Editor The National Provisioner:

Can you give us a formula and manufacturing directions for an all beef mortadella? We have a good mortadella formula, but not one made entirely of beef, and this is what our trade wants.

In making this product, use:

75 lbs. good beef from chuck  
15 lbs. veal or young beef  
10 lbs. cod fat or good flank fat

Grind beef through the  $\frac{1}{8}$ -in. plate and veal through the  $\frac{7}{64}$ -in. plate. Cut fat in  $\frac{1}{8}$ -in. cubes. Chop veal or young beef in silent cutter about 3 minutes and add seasoning. Then put in the other beef and chop 3 minutes more.

When meat is chopped lay it on shelves or in pans 2 ins. thick. Place fat cubes 2 inches apart on the layer of meat, then put another layer on first layer; place cubes same as before. Three layers can be used, placing cubes on each layer. This results in mixing the fat better with the meat.

Let meat stay in cooler at temperature of 36 to 40 degs. F. not less than 48 and not more than 72 hours.

When meat is ready to stuff, put in the mixer or mix by hand. See that cubes are mixed in evenly.

Pack meat in stuffer so there will be no air pockets. Stuff in small beef bladders that will hold 3 to 5 lbs. Be sure to stuff bladders to full capacity. Put two wooden skewers through neck of bladder. Wrap a 16-ply cotton string lengthwise and crosswise around bladder, bringing the string up and around neck of bladder, forming a loop to hang it by.

After stuffing hang in cooler again for 24 to 36 hours. Dry this sausage with heat but no smoke. Use smokehouse with steam coils, or gas will do, but preferably steam coils. Start house at 120 to 130 degs. the first 12 hours, then bring heat up to 160 to 165 degs. until finished.

Meat from young cattle is recommended for this product.

### MEXICAN RENDERING PLANT.

A new rendering plant designed to take care of fallen animals and those dying in transit to slaughterhouses has been built recently in Mexico City, according to advices to the U. S. Department of Commerce. No collection of market wastes in conjunction with the operation of this plant is contemplated. Two steam-jacketed tanks and a hydraulic press are included in the equipment, which is of American origin. Only one grade of grease will be made, the plant having a capacity of about one ton of grease per day.

### Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

#### KNOWING vs. GUESSING.

By W. F. Schaphorst, M.E.

The trend in the modern meat plant is to meter everything of importance that can be metered.

Not so many years ago, probably within the memory of most packers, there was scarcely a meter in any meat plant aside from the water meter and possibly the gas meter. Even the electric meter is old as compared with economizing meters that have been developed in the last very few years.

Water, gas, and electric meters were designed and installed solely for the purpose of "selling" water, gas, and electricity to a customer. They involved no thought of economy between the seller and consumer.

To install a private meter for measuring one's own steam or coal consumption, simply for the sake of knowing what was going on, was considered as ridiculous as the installation of a cash register by a butcher who was himself the sole owner, dealer, helper, and janitor of the establishment. Today it is considered quite the thing for every store, regardless of size to have a cash register.

And similarly, it has been found, it pays to know all about the steam, CO<sub>2</sub>, draft, temperatures, and coal in one's own establishment regardless, almost, of size.

The old method was to operate a plant by sheer force and wealth. There was very little check on anything. The owner or manager simply "guesstimated." If more coal was needed it was ordered, paid for, and burned. The burning of a thousand tons more of coal one year than another was considered a sort of "act of God"—a mysterious condition that had to be tolerated.

Today things are decidedly different. An accurate steam meter may be placed on the switchboard any distance from the boilers. The meter tells the

entire story past and present. There is no more guessing by the owner, manager, or engineer regarding the amount of steam generated by the boilers and the amounts used in the various departments. Total generation and total consumption are carefully and accurately accounted for.

The pyrometer on the same switchboard tells the entire story, past and present, about temperatures in the chimney, in the furnace, of the superheater, or anything else of importance. No more guessing about temperatures.

Draft, CO<sub>2</sub>, and coal are similarly metered, and where desired permanent graphical records are made.

Today, as soon as any one of the recorders shows that things are "going wrong" it is a simple matter to rectify matters because the engineer can instantly lay his finger on the cause of the change in conditions. The result is much fuel and money are saved.

Whether or not it will really pay to install a steam flow meter, pyrometer, CO<sub>2</sub> recorder, etc., sometimes requires careful figuring. However, fuels are expensive, and it has been demonstrated time and again that indicators and recorders can save much fuel, that it is indeed a small plant that cannot make recorders pay and pay BIG.

### ANOTHER MEAT PARADE.

Colorado Springs staged a meat pageant on Tuesday, July 15, the feature being the same as that of the Chicago parade held on June 18—"Meat Prices are Down." The parade, which consisted of floats and exhibits, was under the auspices of the stock-growers of El Paso county and the Chamber of Commerce of Colorado Springs.

It is said to have been the only demonstration of its kind to be held in the West for the purpose of impressing upon the public the plight of the grower and finisher of livestock in the Rocky Mountain district. On the day following, a demonstration of home-grown beef fed on home-grown products was made at a farm near Colorado Springs.

A distinctive feature of the parade consisted of two trucks entered by the Blayne-Murphy Packing Co., Denver. The first of these was the tiny truck used by the company to feature some of its products in and around Denver, and the other one of the largest of the company's trucks piled high with its products. The Denver Live Stock Exchange and the Denver Union Stock Yards were represented in the parade by a massive replica of the exchange building. Industrial exhibits on trucks and floats were entered by Colorado Springs merchants.

### ITALIAN FROZEN MEAT DUTY.

An Italian import duty on frozen meats has been placed at 100 paper lira per 100 kilos (about 2½c per pound), effective July 10, 1931. This rate applies to most favored nations, including the United States. Prior to this, frozen meat entered free of duty.

### WANTED

One copy of "The Packers' Encyclopedia," Vol. 1, in good order, for a subscriber of THE NATIONAL PROVISIONER who insists he must have it, regardless of the fact that the edition is entirely sold out. Will any reader who can spare his copy please notify The National Provisioner, 407 So. Dearborn St., Chicago.

**NOTE.—The second volume of "The Packers' Encyclopedia," a complete operating handbook for pork packers, will be ready for distribution in the early fall. Watch for announcement.**

# This is a year to **PLAY EVERY ACE**



No better time than now to play every sales-ace in your hand. Maybe this is the shrewd time—the profitable time—to reconsider your package. Simply by improving their containers—simply by making their products even more attractive—many manufacturers are boosting sales. Many have called upon the American Can Company to produce the container that gets results. Why not talk things over with our representative? A better package may not be the answer for your problem as it has been for others—but then, again, it may.



**AMERICAN CAN COMPANY**

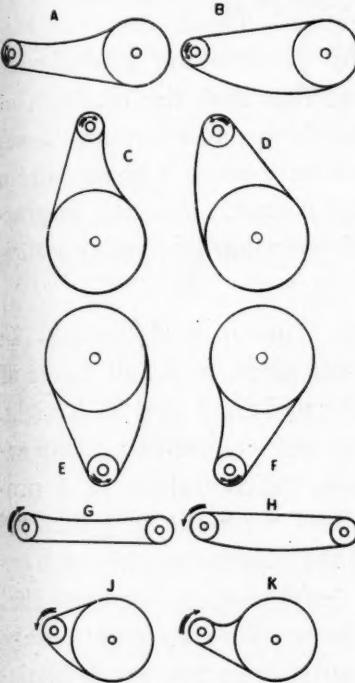
Chicago: 104 So. Michigan Ave. New York: New York Central Bldg. San Francisco: 111 Sutter St.

# For Purchasing Departments

## SELECTING POSITIVE DRIVE.

As an aid to engineers when considering power transmission problems, the third in the series of data sheets on material handling and power transmission, issued by the Link Belt Co., is devoted to selecting the positive drive. The silent chain, roller chain, herringbone gears, positive variable speed transmission and malleable iron and steel chains are considered.

The silent chain, the data sheet says, is the best "first reduction" drive in most cases, with reductions of speed up to 15 to 1 being entirely satisfactory. This makes possible a large saving in



## GOOD AND BAD PRACTICE.

Illustrations A, B, C, and D show good practice in the installation of roller chains. When installed as at E, frequent adjustment of center distance or the use of an adjustable idler at the back of the chain is advisable. The better practice is to incline the drive as at F. In horizontal drives having small wheels it is preferable to have the slack at the bottom as at H, rather than on the top as at G. The same applies to horizontal or inclined drives with short centers, shown at I and J.

the motor installation as high speed motors from stock can be used with silent chain reduction to the slow speed shaft. It goes on:

"Roller chains should be used within their proper range of application so as to give the maximum service per dollar of investment. They carry heavy loads at moderate chain speeds, and are extremely efficient and durable on second reduction drives and similar applications."

"The illustrations and explanatory note show the many ways this type of drive should and should not be installed, to give the best service.

"Roller chain drives will operate satisfactorily with almost any proportion and relative position of wheels, and with slack either on upper or lower side. Cuts A, B, C, and D show good practice.

"When the center of the large wheel is directly over that of the smaller, as in E, the drive cannot be run with much slack in the chain. As a chain elongates with wear, it will be necessary to make frequent adjustments of center distance, or use an adjustable idler on the back of the chain to take out the slack and preserve proper contact of chain with the small wheel.

"If this drive can be slightly inclined, as at F, it will require less care and adjustment.

"With horizontal drives having small wheels, it is preferable to have the slack on the bottom, as at H, rather than on top, as at G, for if the slack is allowed to accumulate, the chain is damaged by striking one strand against the other.

"In horizontal or inclined drives with short centers, the slack should be on the bottom, as at J, for the accumulation of slack on top, as at K, would cause the chain to pinch between the wheels."

Economical applications of herringbone speed reducers, positive variable speed transmissions and malleable iron and steel chains are also described.

These data sheets are of a size to fit conveniently in the letter file and the series, when completed, will contain information that the meat plant engineer probably will have occasion to refer to frequently. They are being furnished gratis on application to the company.

## DELIVERY COST RECORDS.

Packers who keep accurate cost records on the individual units of the delivery fleet find that the story told by these figures is of great value in securing better hauling efficiency and in selecting new transportation units.

Recognizing the need for a simple, flexible and complete motor truck cost accounting system, the International Harvester Co. has made a careful study of this subject and has devised a truck cost record book which is being distributed through its sales organization to interested truck users in all parts of the country.

This book, containing all the necessary forms for keeping an accurate record of all fixed, operating and maintenance charges on one motor truck for one year, should fill the requirements of all lines of business. A page is provided for each of the 12 months; also a recapitulation page on which all costs as well as operating data may be recorded for the entire year. Space is also provided for a tire record and investment record. Complete instructions for keeping truck costs are included.

## NEW SAUSAGE GRINDER PLATE.

Grinder plates and knives constitute some of the most important requirements of first-class sausage manufacture. The sausagemaker may use the best of meat and the purest of spices and have an excellent formula, and still not be able to turn out a satisfactory product.

Ill-fitting and dull plates and knives are the cause. They ruin the binding quality and color of the product. Good plates and knives, kept in good condition, are of first importance in getting results.

The plate should be of properly tempered steel, neither too hard nor too soft. If it is too hard it will chip at the edge of the holes and small pieces of steel will get into the finished product. After the edges are chipped the meat will mash and smear. If too soft the knife will wear ridges in the plate, making it fit improperly and resulting in the breaking of knives.

A new grinder plate just being placed on the market is made out of a single



ALL ONE PIECE OF STEEL.

New sausage grinder plate in which the hub and plate are all in one piece. Many operating advantages are claimed for the plate including its ability to withstand wear, its perfect fit and the increased capacity of the grinder due to the arrangement of the holes in the plate.

piece of steel, the hub and plate are all in one piece, with no possibility of the hub coming loose.

Outstanding features claimed for the plate are its construction so that it will not chip, crack, pit or break; no possibility of chipping at the edges of the holes; no cutting of ridges in the plate; cutting surface raised from the rest of the plate and tempered to the proper degree of hardness, thus giving the plate and knife perfect fit; resurface grinding of the plate reduced to a minimum.

The holes are tapered, being larger on the outside face than on the cutting surface, thus reducing the friction in the flow of meat through the holes, so that both plate and knife will give longer service. The capacity of the grinder will be increased and its life greatly prolonged.

The plate is known as the Dieckmann C. D.-plate. It is distributed by the Specialty Manufacturers' Sales Co., Chicago.

## WHEN YOU WANT A GOOD MAN.

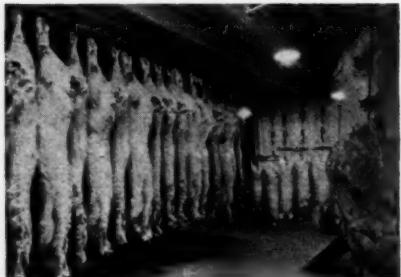
When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

# YOU BET IT'S DEPENDABLE



A Lipman installation, built around a Lipman Model 2010, in the Pearl Sausage Company plant at Boston, Massachusetts.

A Lipman-refrigerated storage room in the plant of P. C. Rasmussen & Sons, Midvale, Utah.



*and*  
*then*  
*some!*

Dependable? That's the very reason why far-thinking provisioners choose Lipman. They realize that the contents of their storage rooms are always worth many times more than the difference between a Lipman and a cheap machine. For that reason, alone, it's impractical to consider any refrigeration less reliable than Lipman.

But there's a lot more to Lipman refrigeration. In the first place, Lipman machines, in a full range of sizes and models, are designed right and built right. In the second place, no one but a qualified Lipman engineer can install Lipman refrigeration in a provisioner's plant. That's how we make sure that the inherent fine qualities of the Lipman machine are extended throughout the refrigerating system—that sufficient refrigeration is provided to cool storage rooms *evenly*, without putting in too much equipment.

Perhaps most important of all, Lipman refrigeration costs less to *own*. The combined cost of operation, service and depreciation is actually the lowest obtainable. And that's the thing that's important, rather than the original cost of the installation.

Complete and detailed facts about Lipman refrigeration for provision plants will be sent upon receipt of the margin coupon below. Mail it today!



**GENERAL REFRIGERATION SALES COMPANY**  
115 SHIRLAND AVENUE, BELOIT, WISCONSIN

USE MARGIN FOR COUPON NAME ↓

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# Refrigeration and Frozen Foods

## Shipping Frozen Foods

### Modern Product Goes Around the World and Keeps Quality

One of the advantages claimed for modern methods of quick freezing is widened markets.

Packaged foods, properly frozen, have been shipped around the world without loss of quality.

"There is no reason," says inventor Clarence Birdseye in a letter to the editor of THE NATIONAL PROVISIONER, "why our quick-frozen products should not make a successful non-stop passage half a dozen times around the world, provided only that they are kept at approximately zero temperature while in transit."

There is of course no commercial need for such a non-stop record. But that it is commercially practicable to ship quick-frozen foods any distance has been abundantly proven, by others as well as by Birdseye.

#### Long Distance Shipments.

At the request of foreign governments, producers' associations and others the Birdseye interests made several very long shipments of rather complete assortments of their products.

For instance, they sent to New Zealand, by way of England and the Suez Canal, a fifty-pound assortment of meats, poultry, seafoods, fruits, and vegetables—the peas and raspberries having been previously packed in Oregon and shipped to Gloucester, Mass. These products, after being very nearly three months in transit, were pronounced thoroughly excellent at their destination.

On another occasion they had peas, raspberries and spinach shipped to Gloucester from Oregon, mixed there in a consignment with haddock and mackerel fillets, oysters, lamb chops, beef steaks, pork chops, souabs and broilers, and shipped back across the United States to New Zealand via the Pacific route. This shipment also arrived in perfect condition.

"On two occasions, at the request of the Argentine Embassy in Washington, we shipped assortments of our products to Buenos Aires and the success of the shipments has been attested by the Argentine representatives," says Clarence Birdseye. "However, it does not strike me that there is anything surprising in the success of our long distance shipments, for if we can keep products without deterioration for nine months or a year on land, there is no reason why they should not be kept equally long under proper temperature conditions aboard vessels."

#### Experiments Made by British.

English economists, engineers and meat men foresee large savings for the British meat consumer in retail cuts of meat quick frozen in the countries of production. It is pointed out that the savings in transportation costs alone would total hundreds of thousands of

dollars annually, and that quick-freezing cuts in the Argentine, Australia, New Zealand and other countries from which England imports fresh meats would result in better products on the English market.

Cuts frozen by the Zarotschenzoff fog-freezing method are being shipped successfully from England to India. On his recent trip to the United States Mr. Zarotschenzoff brought with him several cases of quick-frozen cuts prepared in England. One of these was opened in New York and another in Chicago. The quality in both cases was pronounced excellent by those who examined the cuts. The difficulty of transporting quick-frozen cuts long distances does not appear to present any particular difficulty.

The following interesting details of a remarkable trial of practical handling, transport across the world and eating 15,000 miles away from the point of production of a mixed consignment of quick-frozen meat cuts is reported in a recent issue of "Cold Storage":

On December 16, 1930, there were purchased in the Smithfield Market, London, some Scotch steak, English chops, brains and kidneys, also some fish off the market in Fleetwood. These samples were quick frozen by the Zarotschenzoff method at the Liverpool Refrigerating Works and shipped to London packed in solid carbon dioxide.

#### Testing the "Z" Method.

In London they were put in cold storage at a temperature of 10 degs. On December 24, 1930, the cuts were dispatched to the Low Temperature Research Station at Cambridge, where they were placed in storage at a temperature of 0 degs. They remained there until March 6, 1931. They were then again taken to London and placed on board ship where they went into cold storage at 0 to 5 degs. Fahr. The ship sailed on March 7 and arrived at Melbourne, Australia, on April 13. Here they went into storage at 0 degs. and were opened on April 23.

The consignment, which was viewed by about 100 interested people, was declared to appear in all respects very satisfactory. The samples were served

up at Scott's Hotel, Melbourne, and tested comparatively with local fresh produce by nine special guests, including two representatives of the Research Department and two meat inspectors. The details of handling the meats right through the hotel kitchens were watched to safeguard the trial.

The rapid-frozen meats were matched with local produce of equal quality, and each guest was served with two portions—one marked "No. 1" with frozen samples, and the other "No. 2." Each guest stated his impressions in writing as follows:

**Fish:** Frozen samples excellent, and could not be distinguished from fresh.

**Kidneys:** Similar to fresh.

**Brains:** Frozen sample firmer and better than fresh.

**Chops:** Frozen samples excellent, similar to fresh.

**Steak:** Without exception, every guest judged that the rapid-frozen steak was the local product, as it was the better of the two samples served.

## DRY ICE DEVELOPMENTS.

The Liquid Carbonic Corp. and the Dry Ice Corp. of America announce that the ten-year contract entered into by the two companies on November 28, 1928, has been terminated as of July 1, 1931. The Liquid Carbonic Corp. has accepted a license under the patents of Dry Ice. This leaves each company free to develop all phases of the carbonic business in its own way, although the two companies contemplate cooperation in research work. Liquid Carbonic has acquired the Los Angeles plant of Dry Ice and all of the equipment installed by Dry Ice in fifteen of Liquid Carbonic's plants.

## REFRIGERATION NOTES.

Southern Ice and Utility Corporation, Horatio, Ark., is preparing to erect a cold storage plant.

Williston Ice & Cold Storage Co., Williston, Ark., suffered a destruction of its plant by fire recently. Business is still being carried on.

J. B. Doran, owner of the Crystal Ice Co., Greenup, Ky., has sold his equipment to the City Ice Company of Raceland. The City Ice Co. will serve Greenup, with Mr. Doran in charge.

Coloh Vanderburg has been made manager of the Oakdale Ice Co., Oakdale.

Krey Packing Co., St. Louis, sustained damage of \$4,000 to a 4-story unit of its plant when an explosion, followed by fire, occurred.

American Enterprise Co., St. Joseph, Mo., is planning the erection of a cold storage plant.

Crystal Ice & Coal Co., Winston-Salem, N. C., has authorized the construction of a modern, fireproof cold storage plant.

Lamm & McGee, George West, Tex., are planning the erection of an 18-ton

### What Is Gained by Quick Freezing?

This is how a leader in this field puts it:

"**Making foods imperishable by eliminating all inedible waste at the point of production, and by packaging the edible remainder compactly, it now becomes possible to produce all kinds of perishable foods wherever in the world they can be produced to the best advantage, and to consume them wherever they may be required."**

And Clarence Birdseye adds that "this may have an important effect on world agricultural practices, transportation methods, tariffs and perhaps even international relations."

ice plant, having a 30-ton storage capacity, to cost approximately \$18,000.

A dry ice plant at Mercedes, Tex., is now being planned by the local business men.

Solid Carbonic Corporation, San Benito, Tex., is planning the erection of a dry ice plant at a cost of \$250,000.

### KEEPING TRACK OF COSTS.

(Continued from page 24.)

quantities represent money which the company must provide in some manner if it wishes to continue in business.

#### Need for Records of Expense.

The problem of expenses is always one which bothers the plant executive, unless he has adequate means for recording such expenses. If he has this, he is then in position to control it. In a continuous process industry turning out a single line of product, the costs of production are not likely to fluctuate radically. Test runs if properly administered, will frequently give all the needed information in regard to the cost of the product. But even in this case, the manager cannot afford to be without continuous and definite knowledge of what the various departments are costing him to operate—in other words, his expense.

One of the best instruments for the control of an entire business which the executives can have is a budget or schedule of prospective expenses. This enables them to plan for the future in a way which is quite impossible without it. This schedule is only one-half of this means of control, the other half is the record of what the expenses actually are as they take place. With such records in hand, the executive is in a position to measure the efficiency of his various departments, to take steps to check unwarranted increases in expenses and to anticipate difficulties before they come in such a way as either to prevent them or to be ready for them.

#### Basis for Selling Prices.

The cost used as a basis in fixing selling prices should be the standard costs of normal production rather than abnormally low costs or abnormally high costs. Standard costs occur, according to some authorities, when the plant is running 80 per cent or 90 per cent of its possible capacity. If the plant is running overtime, production is above normal and costs are below normal, provided the concern is operating under the law of decreasing cost or increasing returns, which normally it should.

Selling prices based on such costs (which are not normal) may be inadequate to cover the costs when production slumps. On the other hand, if selling prices are established when production is below normal and the costs above normal, they may be above the competitive level. As a result, only a small volume of orders may be secured.

Thus the importance of standards is seen. Standards are not immutable; they often change overnight while they are fixed and applicable, however, their worth in planning and in enabling comparisons to be made against them is estimable.

The packer should know the sales, costs and profits of customers' accounts before he can judge as to whether it is

profitable to carry certain customers. Such data also enable the manufacturer to decide whether he will sell his goods to his old customers at a lower price than to his new customers, or whether to allow the former some concessions in the way of additional work.

With the installation of a cost system, immediate steps to effect savings can be taken. But it is not until the end of the month, or later (depending on when financial statements are completed) when comparisons can be made, between the costs under the old system and the new system that the full effect of economies introduced, can be felt. New policies are then determined, and the rest are measured at the close of the next fiscal period.

It is only by the use of cost records, therefore that the activities of modern business conducted under the factory system can be visualized, and proper policies formulated and carried out.

The advantages of a cost system, with respect to increasing the efficiency of a plant from an organization viewpoint may be summarized under the following headings:

#### What the Records Show.

1.—The cost records provide for a perpetual inventory which furnishes information for the preparation of monthly statements showing the results of a company. These monthly statements should include:

(a) Balance sheet showing the finan-

cial condition of the concern at the end of each month.

(b) Profit and loss statement showing the financial operations of the concern during the month.

(c) Manufacturing statement showing the financial operations of the various departments of the factory during the month.

(d) Statement of salesmen's sales and costs showing the profit or loss of each salesman or territory for the month.

2.—The costs of each product, class of product, or operation being separately shown, the management has the necessary data at hand to guide it in making changes of policy or methods, these including:

(a) Establishing correct selling prices with the true costs as the basis.

(b) Eliminating the manufacture of any product which show losses, and substituting for these more profitable products.

(c) Increasing the efficiency of the salesmen by enabling them to concentrate their efforts on the more profitable articles.

(d) Establishing correct rates of commission for salesmen upon the various classes of products.

3.—Comparative Costs—Costs for different periods and under different conditions are obtainable, enabling the following comparisons to be made:

(a) A comparison of each article, job, or operation cost with standard, estimated, predetermined, or previous costs.

(b) A comparison of articles, job, or operation cost under various methods of manufacturing, as for instance, day-work with piece-work, piece-work with premium or bonus work, etc.

(c) A comparison of articles, job, or operation cost with outside prices under the various market conditions, thus ascertaining when parts or operations may be purchased or manufactured outside at a lower cost than the particular cost shown in the plant.

4.—Detection of Inefficiencies—The records provide for following the material from the raw state until it becomes finished product, and for ascertaining the time, labor, and expense involved in its manufacture. In this way, the following inefficiencies may be detected:

(a) Losses of material.

(b) Wasted time.

(c) Defective work.

(d) Poor supervision.

(e) Various other "leaks."

## Keep Your Books Right

Payment of income tax by the business man is something that cannot be avoided.

In making income tax schedules, much good temper has been spoiled, many good dollars have been wasted, much injustice has been done.

All because it was too much trouble to keep records!

If a business is worth having it is worth knowing about.

It is necessary to know how things are going from one period to another; the amount of stock on hand; how much depreciation is being suffered from year to year.

These and many other equally important matters are taken care of in properly kept records.

If such records are not kept, you can't begin too soon.

Good suggestions for both packer and retailer bookkeeping practices can be secured by subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, enclosing a 2c stamp.

## EARLY LAMBS FROM AUSTRALIA.

Arrangements are being made for an increase in refrigerated space to afford facilities for earlier shipments of mutton and lamb carcasses this year from Australia. Ordinarily the shipping season begins in late September or early October, but the first cargoes will move out of Australia this year in August, it is expected. The department of agriculture at New South Wales states that the very high quality of carcasses shipped during the past season is attributable to the introduction of the Southdown cross into the flocks of that state, which has had the result of placing the meat on a basis comparing favorably for quality with New Zealand mutton and lamb in the overseas markets.



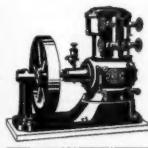
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**Refrigeration**

Even better than that, the temperature is regulated, automatically, to suit your needs.

Frick Refrigeration offers you the most dependable and economical means of maintaining low, even temperatures in your meat chill and storage rooms.



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SEE MACHINERY SUPERIOR SINCE 1882

## UNITED'S SERVICE SAVES YOU MONEY



This picture shows how UNITED'S SERVICE applies insulation, but it can not show the savings effected.

### SAVING

**No. 1 . . .** Is in the construction labor. The efficiency of mechanics in applying Corkboard controls the cost per square foot of area. United's mechanics, day in and day out, year in and year out, devote their entire time to erecting Corkboard. They do the job much quicker and at lower cost than "green" mechanics possibly could.

### SAVING

**No. 2 . . .** Is in construction time. When a contract is placed with United the job is carefully planned and supervised by an experienced engineer. It is carried thru to completion with dispatch and care. You are relieved of all worries and bothers about detail.

### SAVING

**No. 3 . . .** Is in the extremely low cost for refrigeration required to hold temperatures in a room insulated by United's Service. This important saving continues for the life of the plant.

## UNITED'S CORKBOARD

An interview with one of our Engineers costs you nothing.

If you don't get in touch with us, we both lose the chance of a profitable transaction.

Write

**UNITED  
CORK  
COMPANIES**

Lyndhurst, N. J.



Trade Mark



1,169  
Times in  
One Day!

AIR-LEC opened and closed this cooler door

**NOW a  
New Low Price**

Standard 3 inch cooler door  
AIR-LEC now

**\$60<sup>00</sup>**

formerly was \$72.50

*Follow this suggestion—put a mechanical counter on one of your busy doors; then figure out how much Air-Lec can save for you. A booklet completely describing Air-Lec in detail will be mailed to you upon receipt of your name and address.*

On July 9, 1931, a mechanical counter on this cooler door in the Oscar Mayer plant in Madison showed that the door had been opened and closed 1,169 times on that day. The actual daily average over a longer period was near 1,200, and the remarkable thing is that Air-Lec has been doing the job since April 4, 1927—four years.

In addition to the convenience of handling doors, this mechanical door operator saves large sums of money annually:

1. It saves DOORMEN'S WAGES and does a better job.
2. Air-Lec saves TRUCKMEN'S TIME because only one-fifth as much time is required to pass through an Air-Lec operated door.
3. Air-Lec saves FOUR-FIFTHS OF REFRIGERATION losses.

Plant managers will realize immediately what these savings mean in dollars and cents.

Air-Lec will operate ANY SIZE and ANY TYPE door—swinging, sliding, or folding. It gets its power from the compressed airline and it may be operated by pulling a cord or pushing an electric button from any location on either side of the door.

**NOTE THE NEW LOW PRICE ABOVE**

# OSCAR MAYER & CO

AIR-LEC DIVISION

MADISON, WISCONSIN

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Steady—Trade Fair—Fluctuations Small—Hogs Steady—Hog Run Light—Export Trade Small—Speculative Sentiment Mixed.**

The market for hog products backed and filled over a moderate range the past week, with commission houses and packers on both sides; generally a steady tone prevailed, notwithstanding scattered liquidation and selling on unsettlement in the financial market and weakness in grains at times.

Fresh buying power absorbed some of the selling and liquidation, but packers were called upon at times to support the lard market. The selling, however, was somewhat restricted by steadiness in hogs, and a continued moderate hog run comparatively. Indications of some improvement in the German financial situation was an aid to the market, but the latter continued in a position where exports are still interrupted somewhat, and more or less of a tendency to await developments has been created.

Tired holders let go of lard futures at times, particularly as indications pointed to further increases in the domestic stocks. Cash trade in this country was on a fair scale, but the outward movement was comparatively small. Reports indicated that foreign demand was being satisfied by stocks already on the other side, although the indications were that the latter would be reduced considerably.

### Fall Pig Crop Larger.

Reports from Washington that present indications are that slaughter from pigs raised this year, which will be marketed in the marketing year beginning Oct. 1 next, will be greater than the average slaughter during the four preceding marketing years, had some influence on sentiment generally. Expectations were that hog production probably will increase markedly in the corn belt, and the western states under the influence of the present hog/corn ratio. The situation, it was said, is similar to what it was in 1921, when low hog prices were offset by lower corn prices and when corn was worth considerably more when fed to hogs, than when sold for cash.

As a result, hog slaughter from the pig crop of 1922, was 25 per cent or the equivalent of 10,000,000 head larger than the slaughter from the crop of 1921. This development was foreshadowed in the Fall of 1921 when the pig crop was considerably larger than the Fall crop of 1920.

In the Department of Agriculture June pig survey, 2.5 per cent increase was indicated in the spring pig crop, as compared with that of 1930. It showed also a substantial increase in the number of sows kept for Fall farrowing. The Department says the Fall pig crop may be about one-fifth larger than that of last Fall. It declared also that conditions next November and December may encourage a large increase in

breeding for the spring pig crop of 1932.

Receipts of hogs at western packing points the past week were 368,000 head against 427,000 head the previous week and 429,000 a year ago. The average price of hogs at Chicago at the beginning of this week, was 6.25c, compared with 6.30c a week ago, 8.40c a year ago and 10.85c two years ago. The average weight of hogs received at Chicago last week was 257 lbs. against 257 lbs. the previous week, 254 lbs. a year ago and 256 lbs. two years ago.

The outward movement of lard for the week ended July 18th was officially placed at 5,766,000 lbs. against 9,940,000 lbs. the same week last year. Lard exports from Jan. 1 to July 18th have totaled 327,779,000 lbs., compared with 408,031,000 lbs. the same time a year ago. The exports of hams and shoulders for the week were 1,603,000 lbs., against 3,136,000 lbs. last year, bacon including Cumberlands 852,000 lbs., against 970,000 lbs. and pickled pork 103,000 lbs. against 102,000 lbs. last year.

**PORK**—Demand was moderate with the market steady at New York. Mess was quoted at \$21.75; family, \$25.50; fat backs, \$17.50@18.50.

**LARD**—Domestic trade was fair, but export demand slow. Prices ruled fairly steady. At New York prime western was quoted at 8.25@8.35c; middle western, 7.90@8.00c; New York City, 7.4c; tubs, 8@8.4c; refined continent, 8.8@8.1c; South America, 8.4c; Brazil kegs, 9.4c; compound car lots, 9.4c; smaller lots, 10c. At Chicago regular lard in round lots was quoted at July price, loose lard 70c under July and leaf lard 95c under July.

**BEEF**—Demand was rather quiet with the market steadily held. At New York mess was nominal, packet nominal; family, \$12.00@13.50; extra India mess, nominal; No. 1 canned corned beef, \$2.75; No. 2, \$5.00; 6 lbs. South American, \$16.75; pickled tongues, \$60.00@65.00 per barrel.

*See page 45 for later markets.*

### JULY MEAT DEMAND BETTER.

A slight increase in the demand for pork and beef featured the meat trade during July, according to the Institute of American Meat Packers live stock and meat situation review. Prices of some cuts of pork and of some grades

## Hog Cut-Out Values Show Little Change

Smaller hog runs and a better demand locally for fresh pork loins resulted in prices 50c to 60c per hundred higher than a week ago. However, the price spread between well finished light hogs and rough heavyweights was very wide.

Top price for the week reached \$8.40 which is within 10c of the highest price of the year.

Receipts at the twelve principal markets for the first four days of the week were 10,000 less than in the same days a week ago and about 10 per cent under the runs of a year ago.

The predicted scarcity of hogs during the balance of the summer appears to be near at hand as there was marked scarcity of heavy butchers in the runs, medium grade sows constituting 40 to 50 per cent of the receipts at Chicago.

Unfortunately the higher market on

light weight fresh pork loins and some other fresh cuts was not reflected in Eastern markets and on the Chicago market was attributed almost entirely to scarcity.

Due to higher live prices the cut-out value of light weight hogs was less than a week ago, but the heavier averages showed little change. The figures presented below are based on tests on good butcher grades and are not applicable to lower quality hogs showing poorer cutting values.

A credit of 20c per hundred is given for offal on all averages and labor costs from 55c per hundred on the lightest weights to 49c on the heaviest together with a condemnation charge of  $\frac{1}{2}$  of 1 per cent of the live cost are deducted from the total values. This results in the cutting losses shown.

The test is offered as a guide in working out similar tests by individual packers.

	160 to 180 lbs.	180 to 220 lbs.	230 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.87	\$1.79	\$1.74	\$1.66
Picnics	.58	.54	.52	.54
Boston butts	.56	.56	.56	.56
Pork loins (blade in)	2.32	2.12	1.63	1.18
Bellies, light	1.23	1.13	.55	.24
Bellies, heavy	...	...	.41	.65
Fat backs	...	.08	.10	.17
Plates and jowls	.08	.10	.14	.14
Raw leaf	.12	.14	.14	.14
P. S. lard rend. wt.	.91	.98	.91	.84
Spare ribs	.08	.10	.11	.11
Regular trimmings	.10	.12	.13	.13
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.02	.03	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$7.91	\$7.73	\$7.11	\$6.36
Total cutting yield	64.70%	67.45%	71.00%	72.00
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the cost of live hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$ .43	\$ .58	\$ .80	\$ .55
Loss per hog	.73	1.16	1.92	1.58

August 1, 1931.

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and weights of beef advanced slightly with the improved demand.

Light cuts of meat moved much faster during the period than heavier cuts. An unusually wide spread developed between the prices of light and heavy pork loins and of hams, both fresh and smoked, as the month closed. Bacon sales were light during the month. Price showed little change.

Export trade in meats continued light during July, but there were some increases in price.

In the United Kingdom there was a fairly good demand for hams already landed, and some buying for immediate shipment and shipment in a short time. The price of hams advanced materially during the month, and is now practically on a parity with ham prices in the domestic market. Lard trade in the United Kingdom was rather quiet, price being somewhat lower than that prevailing here.

On the Continent demand for meat and lard continued slow.

Demand for cooked ham was good during the month and especially brisk during the first part of the period. Sausage sales showed marked improvement.

The smoked meat trade, except in the case of bacon, improved during the month. Hams moved readily at somewhat higher prices. Lighter weights

of ham were in better demand than the heavier weights.

Sales of dry salt meats were slightly larger than in June, but the price declined. Sales of lard in domestic markets were fairly good, although the price moved lower.

Receipts of cattle at twenty principal markets for the month of July were somewhat lighter than for the previous month, and also lighter than the same month a year ago.

The dressed beef market in the first week of the month was slow, due in part to the holiday and to extremely warm weather all over the country. Unusually low prices on beef did not stimulate trade. Cooler weather during the middle of the month helped to create a better demand for the dressed product, and, since receipts were not burdensome, prices moved slightly higher. Receipts in the latter part of the month consisted of a larger percentage than usual of grass cattle.

The hide market was active, at higher prices. Continued improvement in the shoe industry has stimulated the hide market.

Demand for lamb and mutton was slow in the first part of the month, due mostly to the hot weather. With cooler weather in the middle and latter part of the month, there was better demand at stronger prices.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended July 25, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended	Jan. 1,
	July	July
Total	1,436	2,235
To Belgium	25	18
United Kingdom	1,267	1,968
Other Europe	1931	1930
Cuba	125	14
Other countries	44	255

TOTAL BACON, INCLUDING CUMBERLANDS.

	Week ended	Jan. 1,
	July	July
Total	710	1,969
To Germany	50	152
United Kingdom	284	1,584
Other Europe	170	10
Cuba	108	20
Other countries	273	43

TOTAL LARD.

	Week ended	Jan. 1,
	July	July
Total	6,852	10,083
To Germany	92	1,977
Netherlands	212	597
United Kingdom	5,827	4,421
Other Europe	32	563
Cuba	489	1,011
Other countries	200	1,514

TOTAL PICKLED PORK.

	Week ended	Jan. 1,
	July	July
Total	151	169
To United Kingdom	22	3
Other Europe	...	92
Canada	61	3
Other countries	129	42

TOTAL EXPORTS BY PORTS.

	Week ended	Jan. 1,
	July	July
Hams and shoulders	710	103
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

DESTINATION OF EXPORTS.

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

	Week ended	Jan. 1,
	July	July
Hams and shoulders	151	169
Bacon	6,852	5,766
Lard	151	343,815
Total	1,436	6,852

## CUT YOUR GRINDING COSTS



STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 301.

STEDMAN'S FOUNDRY & MACHINE WORKS  
AURORA, INDIANA, U.S.A. FOUNDED 1834

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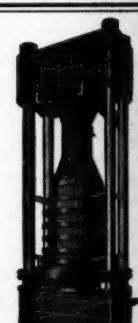
Dunning & Boschert

Press Co., Inc.

362 West Water St.

Syracuse, N. Y., U. S. A.

Established 1872



## Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil, Stearine, Beef Cracklings, Ground Meat Scrap, Fertilizers  
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A barely steady position ruled the tallow market in the east the past week, although as far as prices were concerned no particular change was confirmed. There was scattered trading in extra f.o.b. New York at the previous sales levels of 3½c f.o.b., with possibly 300,000 to 500,000 lbs. changing hands during the week, but the demand was not aggressive. There did appear to be a little more disposition to sell. Undoubtedly, the weakness in stocks and weaker major commodities had some influence upon producers.

Rumors spread at times, of offerings of extra ½c lower or 3½c f.o.b., but no business was traceable at that figure. However, it was apparent that the market was none too strong, and again emphasis was laid upon the fact that buyers are in a comfortable position, having covered practically all of their August requirements, although inclined to take on some September delivery supplies at the recent levels.

At New York special was quoted at 3½c; extra, 3½c; edible, 4@4½c nominal. At Chicago, very little activity was reported in the tallow market, with demand for prime packer for nearby shipment rather quiet, although sizeable inquiries were reported for later shipments. At Chicago edible was quoted at 4½c; fancy, 4c; prime packer, 3½c; No. 1, 3½c; No. 2, 2½c. There was no London tallow auction this week.

At London, however, Argentine beef tallow July-August shipment was quoted at 20s, a decline of 1s for the week, while Australian good mixed July-August London was quoted at 20s, a decline of 6d.

**STEARINE**—Domestic trade in stearine was moderate in the east, but export demand cleaned up the surplus offerings, and the market at New York was firm with oleo quoted at 8½c. At Chicago, demand was better and the market firmer with oleo quoted at 8c.

**OLEO OIL**—A steady situation prevailed with inquiry broadening a little this week. At New York extra was quoted at 6½@6½c, medium 5½@6c and lower grades 5½c. At Chicago, demand was moderate with the market steady with extra quoted at 6c.

See page 45 for later markets.

**LARD OIL**—Demand was hard to mouth and the market about steady, with edible New York quoted at 12½c, extra winter, 9c; extra, 8½c; extra No. 1, 8c; No. 1, 7½c; No. 2, 7½c.

**NEATSFOOT OIL**—Demand was rather limited, but the market was about steady, with pure oil New York quoted at 10½c; extra, 8½c; No. 1, 8c; cold test, 14½c.

**GREASES**—A barely steady situation featured the grease market in the east the past week. An unsteady position was indicated in tallow and appeared to have some influence on greases generally. Offerings of greases were on a larger scale, while demand was spasmodic, mostly hand to mouth, although producers were not inclined to

lower ideas to any extent. The indications were that consumers were interested more in future shipments than in nearby supplies.

At New York superior house was quoted at 3½c; yellow and house, 2½@3½c; A white, 3½@3½c; B white, 3@3½c; choice white, 4@4½c.

At Chicago demand was slightly more active for choice white grease at steady prices, while medium and low grade greases were rather slow. At Chicago, choice white all hog was quoted at 3½c; A white, 2½c; B white, 2½c; yellow, 2½@2½c; brown, 2½c.

### EASTERN FERTILIZER MARKETS. (Special Letter to The National Provisioner.)

New York, July 29, 1931.

There were a few cars of dried blood sold this week at \$1.75 per unit. Several lots of unground tankage were sold at around \$1.50 and 10c f.o.b. producer's plant, mostly to fertilizer buyers. Feeding buyers show practically no interest.

A large quantity of foreign steamed bone meal 3% and 50% was reported sold at around \$20.00 per ton, although this could not be confirmed.

Late last week a large number of sales were made of foreign sulphate of ammonia around \$25.00 to \$26.00 per c.i.f. Atlantic coast ports. Some of the large domestic producers have practically met these prices.

Buyers are awaiting the announcement of new nitrate of soda prices but so far they have not been announced.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 25, 1931:

	Week ended July 25.	Prev. week.	Cor. week. 1930.
West. drsd. meats:			
Steers, carcasses	2,492	2,518	2,571
Cows, carcasses	61	68	683
Bulls, carcasses	425	312	437
Veal, carcasses	1,362	804	1,480
Lambs, carcasses	12,628	8,511	12,612
Mutton, carcasses	627	430	592
Pork, lbs.	409,291	427,356	527,838

### Local slaughters:

Cattle	1,647	1,742	1,121
Calves	2,943	2,622	2,507
Hogs	11,050	13,300	12,116
Sheep	10,185	10,788	6,620

### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended July 25, 1931, with comparisons:

	Week ended July 25.	Prev. week.	Cor. week. 1930.
West. drsd. meats:			
Steers, carcasses	2,862	3,076	3,091
Cows, carcasses	826	1,449	1,239
Bulls, carcasses	28	26	...
Veal, carcasses	927	364	1,622
Lambs, carcasses	19,480	16,995	21,183
Mutton, carcasses	482	254	388
Pork, lbs.	409,646	340,966	523,113

### ♦ ♦ ♦

### THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio  
*Buyers of Dry Rendered Tankage  
(Cracklings)*

PORK or BEEF, SOFT or HARD PRESSED

## By-Products Markets

Chicago, July 30, 1931.

### Blood.

The market continues easy. Price is quoted nominally at \$1.50.

Unit Ammonia.

Ground and unground..... @ \$1.50

### Digester Feed Tankage Materials.

Situation remains very quiet. Little activity is evident. Prices are nominal.

Unit Ammonia.

Unground, 11½ to 12% ammonia..... \$1.50@1.75 & 10c

Unground, 6 to 8% ammonia..... @1.35 & 10c

Liquid stick..... 1.25@1.35

Steak bone meal, special feeding, per ton..... 30.00

### Packinghouse Feeds.

Product is in light demand and prices are easy.

Per Ton.

Digester tankage, meat meal..... \$30.00@35.00

Meat and bone scraps, 50%..... @35.00

### Fertilizer Materials.

Sales were made again this week at \$1.50 & 10c.

Unit Ammonia.

High grd. ground, 10@12% am. @ \$1.50 & 10c

Low grd. and ungrd., 6-8% am. @ 1.25 & 10c

Bone tankage, low grd., per ton..... @14.00

Horn meal..... @ 1.25n

### Dry Rendered Tankage.

Offerings are small. Inquiry continues nominal.

Hard pressed and exp. unground, per unit protein..... \$ .40@ .45

Soft prsd. pork, ac. grease & quality, ton..... @30.00

Soft prsd. beef, ac. grease & quality, ton..... @25.00

### Bone Meals (Fertilizer Grades).

Market continues to show little activity. Offerings are nominal.

Raw bone meal for feeding..... \$20.00@25.00

Steam ground, 3 & 50%..... @15.00

Steam, unground, 3 & 50%..... @12.00

### Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade..... \$30.00@150.00

Mfr. skin bones..... @5.00@110.00

Cattle hoofs..... 18.00@18.00

Junk bones..... @15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few, prices are unchanged.

Per Ton.

Kip stock..... \$24.00@26.00

Calf stock..... 38.00@40.00

Hide trimmings (old style)..... 18.00@20.00

Hide trimmings (new style)..... 16.00@18.00

Horn pits..... @25.00

Cattle jaws, skulls and knuckles..... 24.00@25.00

Sinews, plazies..... @22.00

Pig skin scraps and trim, per lb..... 2 @ 2½c

\* According to count.

### Animal Hair.

Animal hair market continues nominal, with practically no activity.

Summer coil and field dried..... 14@ 1½c

Processed, black winter, per lb..... 4½@ 5½c

Processed, grey, winter, per lb..... 4½@ 4½c

Cattle switched, each..... 1½@ 1½c

## TRADE GLEANINGS

Johnson Meat Co., Los Angeles, Calif., has been incorporated with a capital stock of \$50,000 by Carl L. Johnson, Long Beach.

Zagmunt & Kowalski have engaged in the manufacture of sausage at 2240 Holbrook ave., Hamtramck, Mich.

Cudahy Packing Co., has begun erection of an addition to the meat coolers at their plant, at Los Angeles, Calif., which is the largest in Southern California.

Gulf Sausage Co., Robertsdale, Ala., has been purchased by James Sanca of Silverhill, Ala. The company was formerly owned and operated by Martin Bilek.

Properties of the Planters' Oil Co., East Albany, Ga., makers of cottonseed oil, cottonseed meal, hulls and lint, has been purchased by Swift & Co., officials of the Planters' Co. announced. T. D. Padgett is in charge of the management. It is understood that the plant will be enlarged and improved.

Racine Packing Co., Racine, Wis., has been incorporated to deal in provisions and foods by M. Shimin, E. Harsh and M. Morse.

Standard Boiled Ham Co., Cudahy, Wis., has completed a brick and concrete structure, 30x38 ft., at a cost of \$15,000.

The Vegetable Products Co., Los Angeles, Calif., has appointed the Murray Oil Products Co., 17 Battery pl., New York City, its exclusive representative in the metropolitan district of New York and the city of Philadelphia.

## N. C. MARGARINE TAX.

Tax on oleomargarine under the 1931 law effective June 1 will be seven-twelfths of the annual tax, according to ruling of the North Carolina Commissioner of Agriculture. The rate in the case of manufacturers is \$1,000, while distributors and wholesalers are assessed \$100 a year.

Under the new law it is unlawful to sell oleomargarine which is of a yellow color in imitation or semblance of butter, the Commissioner points out. In all public dining rooms, hotels, cafes and other places where the untinted product is served, a sign in gothic letters an inch tall "Oleomargarine served here" must appear, and such places are required to have a license from the Department of Agriculture. Violation of the law is punishable by a fine of from \$100 to \$500 or imprisonment not to exceed three months, or both.

Watch the Wanted page for bargains.

**The Blanton Company**

ST. LOUIS  
Refiners of

**VEGETABLE OILS**

Manufacturers of

**SHORTENING**

**MARGARINE**

## BRITISH PORK IMPORTS LESS.

Imports of hams, frozen pork and salt pork into Great Britain during the first five months of 1931 and 1930, as reported by the American trade commissioner at London, show a sharp decline in the receipt of all product from the United States. These imports with the country of origin are as follows:

	January to May,	
	1931.	1930.
Cwts.	Cwts.	Cwts.
Hams, total.....	<b>319,165</b>	<b>413,805</b>
Canada .....	23,077	31,067
Irish Free State.....	5,042	5,230
Poland .....	37,800	12,367
United States .....	212,272	307,352
Argentina .....	8,626	3,344
Brazil .....	1,147	1,302
Other countries .....	2,341	1,762
Frozen pork, total.....	<b>155,080</b>	<b>143,697</b>
New Zealand .....	63,554	51,993
United States .....	27,203	67,614
Argentina .....	24,829	19,997
Other countries .....	39,804	4,093
Salted pork, total.....	<b>28,956</b>	<b>32,286</b>
Denmark .....	21,743	22,085
United States .....	6,115	8,792
Other countries .....	1,098	1,409

## JUNE BACON IMPORTS LARGE.

June imports of bacon into the United Kingdom reached nearly 109,000,000 pounds and were second only to the 112,000,000 pounds imported last December, according to preliminary figures. The record December figures, however, were the result of unprecedented imports from Denmark, whereas last month imports from other continental countries were responsible for the large total. June imports from Denmark were slightly over 66,000,000 pounds against 67,000,000 pounds in May and 80,000,000 pounds in December, 1930. Ham imports during June, while larger than in May, were smaller than a year ago. Lard imports reached nearly 27,000,000 pounds, the largest for any month since last December and well above a year ago.

## CANNED PORK FOR BRITAIN.

In conjunction with recent improvements in lard refining and packing introduced at the plant of the lard society of Rio Grande do Sul, Brazil, which is a cooperative plant, announcement has been made that a certain amount of pork cuts will be packed for the export market. The plant will specialize in corned pork for the English market, packed in 1 and 6-lb. tins, also in canned tongue for the Continental market, according to reports to the U. S. Department of Commerce.

## FRANCE REMOVES PORK BAN.

The trichina requirement included in the sanitary certificate accompanying fresh pork products imported into France under a decree promulgated last January has been abolished as of July 11, 1931, according to a radiogram to the U. S. Department of Commerce. The sanitary certificate is still required but without the above-mentioned certification.

## COCONUT OIL IMPORTS.

Coconut oil imports during May, 1931, totaled 15,970,345 lbs., valued at \$807,977, according to the U. S. Department of Commerce. Copra imports during the same month were 35,742,995 lbs., valued at \$90,154.

## NEW FOOD FROM COTTON SEED.

Cotton seed by-products contain considerable quantities of materials having nutritive value, a German chemist has discovered. He has also perfected a process, it has been announced, by which these materials can be converted into a substance that can be utilized in conjunction with other foods to impart to them more health-giving properties.

His research has shown that more than half of the substance remaining after the oil is removed from cotton seed is pure albumen, known to be a great body building agent. The residue also contains considerable amounts of phosphoric acid and aluminum salts. Vitamines A, B, C and E have been found in the preparation. It thus has more vitamines than tropical fruits, such as oranges, lemons, bananas and dates.

The use of "Florida Albumen," as the chemist calls his product, is considered feasible because of the low cost of the cotton seed by-product. It has been introduced successfully in Egypt, where it is used in coffee and cocoa, adding to them health-giving properties without affecting the original flavor and aroma. The product is said to be tasteless and odorless.

## MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during May, 1931, with comparisons:

Ingredients of un-colored margarine:	May, 1931. Lbs.	May, 1930. Lbs.
Butter .....	33,413	110,121
Coconut oil .....	8,337,552	12,827,882
Cottonseed oil .....	1,163,024	1,080,145
Derivative of glycerine .....	11,892	10,840
Edible tallow .....	.....	200
Lecithin .....	442	62
Milk .....	3,688,780	6,623,061
Mustard oil .....	1,539	2,175
Neutral lard .....	510,719	1,084,262
Oleo oil .....	1,234,272	2,787,001
Oleo stearine .....	374,799	492,782
Oleo stock .....	55,785	91,688
Palm oil .....	90,727	28,473
Peanut oil .....	310,058	400,581
Salt .....	1,127,389	1,960,908
Sesame oil .....	1,150	1,150
Soda (benzoate of) .....	4,114	4,288
Soya bean oil .....	10,331	214,268
Totals .....	16,985,062	28,700,001

Ingredients of colored margarine:	May, 1931. Lbs.	May, 1930. Lbs.
Butter .....	258	1,969
Cocoanut oil .....	108,725	408,412
Color .....	380	1,467
Cottonseed oil .....	37,406	124,933
Derivative of glycerine .....	10	19
Milk .....	.....	2
Neutral lard .....	101,722	312,264
Oleo oil .....	27,743	118,068
Oleo stearine .....	84,014	269,591
Oleo stock .....	4,050	13,015
Palm oil .....	6,324	4,429
Peanut oil .....	12,760	10,694
Salt .....	4,056	15,537
Soda (benzoate of) .....	29,426	93,640
Soya bean oil .....	15	97
Totals .....	417,209	1,375,266

## MEATS AT LONDON MARKETS.

Arrivals of beef and veal during the first six months of 1931 at the London central markets amounted to 123,458 tons, compared with 125,097 tons during the same period of 1930. Supplies of mutton and lamb during the six months period of 1931 totalled 74,531 tons, compared with 72,026 tons in the 1930 period. Supplies of pork and bacon totalled 21,186 tons during the 1931 period and 17,299 tons during the 1930 period. Argentina supplied about two-thirds of the beef and veal. New Zealand supplied about fifty per cent of the mutton and lamb and England itself supplied about forty-five per cent of the pork and bacon.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Moderate—Prices Easier—Some New Lows Established—Cash Trade Only Fair—Cotton and Lard Easy—Weather Favorable—Weevil Reports Increasing—Stock Market Weakness Unsettling.**

In a moderate volume of trade, cottonseed oil futures on the New York Produce Exchange ruled easier the past week, although at no time was the market weak. December and January established new season's lows under selling and liquidation inspired by lack of incentive on the constructive side of the market, but mainly, brought about by weakness in outside markets.

At all times however, there was evidence of support in the ring, and at no time, did the market fully reflect the distinct weakness that developed in the New Orleans oil market. The latter however, naturally had a depressing influence. The weakness in the south was looked upon as reflecting liquidation and possibly some hedging against early Texas crude. There was some selling at New York against purchases of New Orleans futures.

The feature of the market here was the strong commission house support in the nearby months particularly in the September delivery, which was looked upon as for leading refiners. This buying served to make for orderly fluctuations, although there was increased outside pressure on the new crops, particularly on January, the selling that month coming through cotton houses and wire houses with western and southern connections, and presumably representing southern selling possibly against the new crop.

Local shorts and spreaders were buyers of the new crops, while there was a little speculative demand on a scale downwards. There was some switching from October to March, but the trade in the old crop futures appeared to be more or less of an evening up character.

### Little Encouraging News.

The late new crop futures in the south broke to a level which it was calculated represented 4 1/4c crude oil, and which served to bring about less pressure, on the slump there, as well as around the 6c level at New York. How-

ever, there was little of an encouraging nature in the news, with the stock market distinctly weak, cotton and grains establishing new lows, while lard was barely steady apparently reflecting smallness of foreign lard trade, which offset the small hog arrivals.

The weather in the south was satisfactory, the drought having been effectively broken in practically all areas by the generous July rainfall. This led the cotton trade to look upon the present outlook as indicating 13 to 14,000,000 bales. There were, however, some complaints of too much moisture in several sections of bolls rotting as a result, and a distinct increase in weevil complaints. Unfavorable crop news however, was more or less ignored, but

there was a tendency to keep a watchful eye on the weevil situation. Clemson College, South Carolina, reported heavy weevil infestation in most South Carolina fields, and conditions favorable for their propagation. At Stillwater, Okla., Federal inspectors examined 44 fields in 14 counties and found average infestation 7.8%.

Cash oil demand was only fair, but there was no pressure of actual oil on the market, although compound lard was easier in the east, and quoted at 9 1/4c car lots, against 10@10 1/4c recently. Oleo stearine was firmer, at New York, and quoted at 8 1/2c although domestic demand was moderate, the strength being due to export business.

The weekly weather report said in general the weather for cotton was favorable though rains were rather too frequent in some Mississippi Valley sections and more moisture would be helpful in the Northwestern portion of the belt. Moderate temperatures were the rule. In some wetter sections, growth has been rather too rank at the expense of fruiting, and conditions favored weevil activity and shedding. In the Northern two-thirds of Texas and in Eastern Oklahoma cotton made good progress. Rain is needed in central and western Oklahoma. The growth is rank with considerable shedding in southern Texas. Picking is under way in lower coast sections. In the central states of the belt, growth is mostly good, but too rank in parts of the Mississippi Valley states with some complaint of shedding. In Alabama and Georgia, progress has been good, since the rain, while the general outlook is mostly favorable in the Carolinas and Virginia. In South Carolina, the first cotton was picked this year, nine days later than normal.

**COCOANUT OIL**—Demand continues rather quiet and the market was easier, with a barely steady tone in competing quarters. At New York tanks were quoted at 4 1/2@4 1/4c and bulk oil 4@4 1/2c. At the Pacific coast tanks were quoted at 3 1/2c. Reports were current of some export business in cocoanut oil this week, but the latter had little influence on the market.

**CORN OIL**—Demand continued fairly good and the market was very

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 30, 1931.—Cotton oil option markets scored declines during the early part of the week, reaching new lows. Nearby positions are relatively stronger than the new crop months. A firmer feeling prevails since the advances in corn and hogs. Old crop crude is exhausted, with mills disinclined to sell new crop under 6c September Valley. Spot bleachable is obtainable in a small way at about 6 1/2@7c lb. loose New Orleans. The underline is steady to firm in old crop bleachable on account of August and September being heavy consuming months. Soapstock is in better demand at 7 1/2c lb. loose bid New Orleans, 1c asked.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 30, 1931.—Crude cottonseed oil and cottonseed hulls, nominal; forty-one per cent protein cottonseed meal, \$19.50. All mills in this section are closed down for the season.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 30, 1931.—Prime cottonseed oil, 5 1/2c; forty-three per cent meal, \$20.00; hulls, \$7.50; mill run linsters, 1 1/2@2 1/2c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

HAMMOND'S  
**Mistletoe**  
MARGARINE

steady. Sales were reported at 6½c and 6¾c f.o.b. mills, with offerings moderate, and sellers quoting 6¾c f.o.b.

**SOYA BEAN OIL**—Interest was of a routine character and the market generally quiet and barely steady with tanks f.o.b. western mills quoted at 5½ @ 5¾c.

**PALM OIL**—Demand was moderate but the market ruled steady as there was no particular pressure of offerings. At New York Nigre spot was quoted at 4½c shipment Nigre 4½@4½c spot Lagos 5c, shipment Lagos 4¾c and 12½%, acid casks 4¾c, drums 4¾c.

**PALM KERNEL OIL**—Demand was slow and the market barely steady, with bulk oil New York quoted at 4½c and tanks at 4%@4½c.

**OLIVE OIL FOOTS**—With demand slow, and offerings fair, the market was easier. At New York spot foots were quoted at 4%@5c, and nearby shipment supplies at 4¾c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Demand for store oil was quiet and the market was barely steady with the futures, but there was no pressure of supplies at New York. The crude situation continues purely nominal.

#### Friday, July 24, 1931.

—Range— Closing—

Sales. High. Low. Bid. Asked.

Spot		705	a	750
July		705	a	750
Aug.		690	a	750
Sept.	2	695	695	694 a 705
Oct.		665	a	685
Nov.		650	a	680
Dec.		660	a	670
Jan.	4	665	665	664 a 669

Sales, including switches, 6 contracts. Southeast crude nominal.

#### Saturday, July 25, 1931.

Spot		706	a	750
July	3	708	706	705 a 760
Aug.		700	a	760
Sept.	3	703	700	700 a 703
Oct.		670	a	680
Nov.		650	a	680
Dec.		660	a	670
Jan.		665	a	670

Sales, including switches, 6 contracts. Southeast crude nominal.

#### Monday, July 27, 1931.

Spot		700	a	775
July		700	a	765
Aug.		703	a	755
Sept.	19	695	692	693 a 700
Oct.		660	a	675
Nov.		635	a	660
Dec.		642	a	649
Jan.	2	650	650	646 a 649

Sales, including switches, 21 contracts. Southeast crude nominal.

#### Tuesday, July 28, 1931.

Spot		650	a	750
Aug.	7	700	700	685 a . . .
Sept.	11	673	672	673 a 683
Oct.		600	a	635
Nov.		600	a	620
Dec.	3	610	610	595 a 612
Jan.	1	620	620	606 a 615
Mar.		615	a	630

Sales, including switches, 22 contracts. Southeast crude nominal.

#### Wednesday, July 29, 1931.

Spot		675	a	750
Aug.		695	a	750
Sept.		676	a	695
Oct.		616	a	630
Nov.	1	605	605	605 a 630
Dec.		615	600	606 a 630
Jan.	11	615	600	606 a 630
Mar.		616	a	625

Sales, including switches, 22 contracts. Southeast crude nominal.

#### Thursday, July 30, 1931.

Spot		680	a	750
Aug.		695	a	750
Sept.		671	a	695
Oct.	617	615	610	a 620
Nov.		590	a	625
Dec.		597	a	610
Jan.	610	600	604	a 606
Mar.	620	616	610	a 613

See page 45 for later markets.

#### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., July 29, 1931.—Cottonseed meal market today was only moderately active, and in decided contrast to the activity of yesterday. While opening bids were from 10c to 35c lower there was slight selling pressure under a \$20.00 level, at which price February was traded in early. Scattering lots of December, January sold at \$19.50 and \$19.75 respectively, with both November and December selling later at \$19.75. Longs seemed less anxious to liquidate as had been the case, influenced in a measure by the strength in corn, notwithstanding easiness in other markets. The market eased off for awhile just before noon, but rallied somewhat at the sharp advance in corn. The break in the futures market is reported to have checked any cash demand for the moment, while there seems some disposition of Valley mills to offer new crop at slight premiums over the futures parity. The close was steady at 55c lower to 10c higher.

The cottonseed market closed unchanged from yesterday. The market opened on an average 50c lower, but owing to scarcity of offerings was bid up near the close with only a limited selling interest. The weather report was construed in the trade as about a standoff, but sellers continue chary in offering.

#### COSTA RICA LARD GUARANTEE.

Imports of lard into Costa Rica must be accompanied by a certificate setting forth that the animal, from the fat of which lard has been manufactured, has received ante- and post-mortem inspection. The required certificate is similar to that issued by the Bureau of Animal Industry of the United States Department of Agriculture. This is in accordance with an official decree of July 15, effective as of July 24.

#### COTTON SEED HEARINGS.

Hearings which the federal trade commission has held for several months in connection with an investigation of cottonseed prices were resumed at Shreveport, La., on July 29.

#### JUNE MEAT AND FAT EXPORTS.

Exports of meats and fats during June, 1931, and the six months ended June, 1931, are given by the U. S. Department of Commerce:

June, 1931.	June, 1931.
Total meats and meat products, lbs.	21,419,575
Value	\$ 3,157,496
Total animal oils and fats, lbs.	43,255,331
Value	\$ 3,622,018

June, 1931.	\$ 20,515,092
-------------	---------------

6 mos. ended	June, 1931.
--------------	-------------

Total meats and meat products, lbs.	133,820,255
Value	\$ 20,515,092

June, 1931.	\$ 19,582,602
-------------	---------------

Total animal oils and fats, lbs.	358,292,619
Value	\$ 33,598,026

June, 1931.	\$ 27,108,000
-------------	---------------

Total fats, lbs.	1,163,446
Value	\$ 272,188

June, 1931.	\$ 250,000
-------------	------------

Total oils, lbs.	4,765,345
Value	\$ 1,763,245

June, 1931.	\$ 1,763,245
-------------	--------------

Total lard, lbs.	1,771,598
Value	\$ 601,790

June, 1931.	\$ 590,000
-------------	------------

Total bacon, lbs.	2,097,062
Value	\$ 21,432,003

June, 1931.	\$ 21,432,003
-------------	---------------

Total hams and shoulders, lbs.	3,423,170
Value	\$ 7,068,498

June, 1931.	\$ 7,068,498
-------------	--------------

Total bacon, lbs.	2,342,350
Value	\$ 901,790

June, 1931.	\$ 901,790
-------------	------------

Total lard compounds, vegetable fats, lbs.	174,300
Value	\$ 17,750

June, 1931.	\$ 17,750
-------------	-----------

Total margarine or vegetable fats, lbs.	46,388
Value	\$ 5,923

June, 1931.	\$ 4,528
-------------	----------

Total cottonseed oil, crude, lbs.	7,211,346
Value	\$ 481,377

June, 1931.	\$ 481,377
-------------	------------

Total cottonseed oil, refined, lbs.	1,594,216
Value	\$ 9,431,348

June, 1931.	\$ 9,431,348
-------------	--------------

Total lard, vegetable fats, lbs.	143,293
Value	\$ 32,711

June, 1931.	\$ 32,711
-------------	-----------

Total lard compounds, vegetable fats, lbs.	355,732
Value	\$ 45,304

June, 1931.	\$ 45,304
-------------	-----------

Total apparent consumption, lbs.	583,345,000
Per capita consumption,	573,509,000

June, 1931.	4.67
-------------	------

Cutting fats not included. Average dressed weight includes heads, leaf and feet. Storage and exports include fresh and cured pork and rendered lard. All storage figures include meats from non-federally inspected slaughter also.	4.67
---	------

Lard rendered in June, 1931, totaled 123,263,000 lbs., compared with 133,563,000 lbs. last June. Storage of lard at the beginning of June, 1931, was 108,366,000 lbs., compared with 115,270,000 lbs. in the earlier period. Exports for the month totaled 38,373,000 lbs., compared with 57,698,000 lbs. last June. Storage at the end of the month was 115,873,000 lbs., compared with 120,322,000 lbs. in the earlier period.

#### HULL OIL MARKETS.

Hull, England, July 29, 1931.—(By Cable)—Refined cottonseed oil, 21s; Egyptian crude cottonseed oil, 18s.

August 1, 1931.

# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were actively weaker the latter part of the week, due to liquidation selling on account of the weakness in grains. Hedging pressure was moderate. Cash trade was barely steady in hogs, but the hog run continued comparatively moderate.

### Cottonseed Oil.

Cottonseed oil was fairly active and steadier. There was some southern western selling for January, presumably against new crop nearby, supported by refiners'. Cash trade moderate. There is nothing definite regarding the new crude yet. The market is influenced by outside weakness and limited buying power. Some locals are taking hold of January crude at 6¢.

Quotations on bleachable cottonseed oil at New York Friday noon were: Aug., \$6.95 bid; Sept., \$6.80@\$6.86; Oct., \$6.16 sale; Nov., \$5.90@\$6.15; Dec., \$5.85@\$6.05; Jan., \$5.95@\$6.04; Mar., \$6.10@\$6.12.

### Tallow.

Tallow, extra, 3% c.

### Stearine.

Stearine, 8% c.

### Friday's Lard Markets.

New York, July 31, 1931.—Lard, prime western, \$8.10@\$8.20; middle western, \$7.75@\$7.85; city, 7% @7 1/4 c; refined continent, 8% @8 1/4 c; South American, 8 1/2 c; Brazil kegs, 9 1/2 c; compound, 9 1/2 c.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, July 31, 1931.—General provision market steady but dull. Fair demand for A. C. hams, but demand for picnics is lessening. Square shoulders and pure lard slow.

Friday's prices were as follows: Hams, American cut, 77s; hams, long cut, 85s; shoulders, square, 50s; picnics, none; short backs, 65s; bellies, clear, 55s; Canadian, none; Cumberrlands, 66s; Wiltshires, none; spot lard, 41s 9d.

### EUROPEAN PROVISION CABLES.

According to the European provision cable summaries of the U. S. Department of Commerce for the week ended July 25, the market at Hamburg shows little alteration. Demand was poor with the exception of refined lard which was in good demand. Prime steam lard was 1/4 mark per 100 kilos lower. Receipts of lard for the week were 384 metric tons, shipments from Denmark totalling 103 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 81,000, at a top Berlin price of 10.82 cents a pound, compared with 77,000 at 15.57 cents a pound, for the same week of last year.

The Rotterdam market demand was

very poor. Practically no business passed. Prices remain the same as last week with the exception of refined lard which decreased 1/4 mark per 100 kilos.

The market at Liverpool was rather quiet. Stocks were light and prices steady.

The total of pigs bought in Ireland for bacon curing was 21,300 for the week, as compared with 15,900 for the corresponding week last year.

The estimated slaughter of Danish hogs for the week ended July 22 was 120,300 compared with 93,000 for the corresponding week of last year.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 31, 1931, show exports from that country were as follows: To England, 73,700 quarters; to the Continent, 3,302 quarters.

Exports of the previous week were as follows: To England, 92,309 quarters; to the Continent, 4,317 quarters.

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended July 25, 1931, with comparisons:

	Week ended July 25.	Prev. week.	Cor. week, 1930.
West. drad. meats:			
Steers, carcasses	7,106	8,957	8,560
Cows, carcasses	402	627	532
Bulls, carcasses	122	186	206
Veals, carcasses	10,006	4,983	7,134
Calves, carcasses	24,016	21,104	26,630
Mutton, carcasses	1,135	913	609
Beef cuts, lbs.	342,187	287,098	125,101
Pork, lbs.	1,840,227	1,124,763	1,763,846
Local slaughters:			
Cattle	8,657	9,138	7,498
Calves	14,178	15,267	14,649
Hogs	31,241	28,608	29,137
Sheep	80,318	86,608	65,506

### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended July 25, 1931, amounted to 6,972 metric tons, compared with 7,006 metric tons last week, and 5,818 metric tons for the corresponding week of 1930.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1 to July 29, 1931, totaled 7,231,-868 lbs.; tallow, none; greases, 528,000 lbs.; stearine, none.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 30, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$14.00@16.00		\$15.00@16.00	
Good	13.00@14.50		14.00@15.00	
Medium	12.00@13.50			
STEERS (550-700 lbs.):				
Choice	13.50@15.00		14.50@15.50	15.00@15.50
Good	12.50@13.50		13.50@14.50	14.00@15.00
STEERS (700 lbs. up):				
Choice	12.00@13.00	13.00@13.50	13.50@14.50	14.00@14.50
Good	11.50@12.50	12.00@13.00	13.00@14.00	13.50@14.00
STEERS (500 lbs. up):				
Medium	10.50@11.50	11.00@12.00	11.00@13.00	11.00@13.00
Common	9.50@10.50	10.50@11.00	9.00@11.00	9.00@11.00
COWS:				
Good	9.00@10.00	11.00@11.50	10.00@11.50	10.50@11.50
Medium	8.00@9.00	10.00@11.00	9.00@10.00	9.50@10.50
Common	7.00@8.00	9.50@10.00	8.00@9.00	8.50@9.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	15.00@17.00	15.00@16.00	19.00@21.00	15.00@16.00
Good	14.00@16.00	13.00@15.00	17.00@19.00	14.00@15.00
Medium	13.00@15.00	11.00@13.00	14.00@17.00	12.00@13.00
Common	11.00@13.00	10.00@11.00	12.00@14.00	11.00@12.00
CALF (2) (3):				
Choice			14.00@17.00	12.00@13.00
Good			13.00@15.00	11.00@12.00
Medium			12.00@14.00	10.00@11.00
Common			9.00@10.00	10.00@10.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	20.00@22.00	17.00@18.00	20.00@21.00	19.00@21.00
Good	18.00@20.00	16.00@17.00	17.00@20.00	18.00@20.00
Medium	15.00@18.00	14.00@16.00	14.00@17.00	13.00@18.00
Common	12.00@15.00	11.00@14.00	12.00@14.00	12.00@15.00
LAMB (39-45 lbs.):				
Choice	20.00@22.00	17.00@18.00	19.00@21.00	19.00@20.00
Good	18.00@20.00	16.00@17.00	17.00@20.00	18.00@19.00
Medium	15.00@18.00	14.00@16.00	14.00@17.00	15.00@18.00
Common	12.00@15.00	10.00@14.00	12.00@14.00	12.00@15.00
LAMB (46-55 lbs.):				
Choice	19.00@20.00	16.00@17.00	19.00@20.00	
Good	17.00@19.00	15.00@16.00	17.00@19.00	
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@10.00	11.00@12.00	9.00@10.00	10.00@12.00
Medium	7.00@8.00	9.00@11.00	7.00@9.00	8.00@10.00
Common	5.00@7.00	8.00@9.00	4.00@7.00	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@26.00	18.50@20.00	20.00@23.00	18.00@20.00
10-12 lbs. av.	21.00@25.00	18.00@19.00	19.00@21.00	17.00@20.00
12-15 lbs. av.	16.00@19.00	13.50@14.50	13.00@16.00	14.00@16.00
16-22 lbs. av.	11.00@12.00	10.00@12.00	11.00@14.00	10.50@12.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	11.00@13.00		11.00@13.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		11.00@12.00		
BUTTS, Boston Style:				
4-8 lbs. av.	15.00@17.00		14.00@16.00	14.00@15.00
SPARE RIBS:				
Half Sheet	8.00@10.00			
THIMMINGS:				
Regular	6.00@6.50			
Lean	10.00@12.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 30, 1931.

**CATTLE**—Compared with a week ago: Fed yearlings 25@50c higher, strictly choice heavies scaling over 1,300 lbs. and 900 to 1,000 lb. yearlings showing most advance; fed yearling heifers fully 50c higher; grassy and shortfed steers and yearlings uneven, mostly steady or killer account; grass heifers 50@75c lower; grass fat cows and cutters 25@50c off; bulls steady to 25c lower; vealers, \$1.00@1.50 higher; extreme top fed yearlings, \$9.35; several loads, \$9.10@9.25; best light heifers, \$9.00; weighty steers, \$8.65, 1,556 lbs., \$8.25; practically all light strictly grain fed steers and yearlings now selling at \$8.00 upward, grain fed heavies at \$7.50 upward, most grass steers to killers \$5.50@6.75, stocker kinds going at \$4.50@6.00, with best range stockers \$6.50@7.00; largely \$8.00@4.00 and \$4.50@5.50 market on grass cows and heifers, respectively.

**HOGS**—Compared with one week ago: Mostly 40@65c higher, lighter weights up most; packing sows, 25@40c up; pigs and light lights, 50c higher; curtailed receipts most bullish factor aided by stronger fresh pork market locally; week's top \$8.40; highest since middle of March; late bulk 170 to 210 lbs., \$8.15@8.35; 220 to 250 lbs., \$7.40 @8.25; 260 to 290 lbs., \$6.65 to \$7.35; 300 to 400 lbs., \$5.50@6.50; light lights, \$7.60@8.15; pigs, \$7.00@7.75; plain kinds down to \$6.00; packing sows comprising 40 to 50 per cent of run; bulk 325 to 450 lbs. sows, \$4.75@5.50, smooth light kinds to \$6.10 with butcher sows to \$6.25.

**SHEEP**—Compared a week ago: Fat lambs closed 25@50c higher, after advancing early in the week 50@75c; fat sheep and yearlings around 50c higher; week's top range lambs \$8.65, best natives \$8.50; bulk good and choice native lambs late \$7.50@7.75, few at 8.25; buck lambs discounted \$1.00; most throwouts late around \$5.00; bulk rangers for week \$7.75@8.25, best late \$7.75, with throwouts \$5.75@6.00; best fat ewes, \$4.00, bulk better kinds, \$3.00@3.50; extreme weights mostly \$2.75 down.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., July 30, 1931.

**CATTLE**—Trade this week was featured by a broad demand for strictly grain-fed steers and yearlings at steady to strong prices. Short fed grassy natives and Western steers, however, closed weak to mostly 25c lower and grass fat she stock slumped 25 to mostly 50c. Four loads of choice 966 lb. yearling steers topped at \$9.00, while choice mixed yearlings and straight heifers made \$8.75. Choice 1,317 lb. steers reached \$8.10 and highly finished 1,595 lb. beefeves landed at \$7.50. Bulk of fed steers and yearlings cleared from \$6.75@8.50, while a spread of \$4.25@6.75 took common to medium Westerns. Bulls were weak to 25c lower and vealers steady to 50c higher with the practical top at \$7.00.

**HOGS**—Lighter weights of hogs 240 lb. and down with the aid of a fairly broad shipping demand finished the week 15@35c higher, but strong weight butchers ruled steady to weak choice 180 to 210 lb. averages topped at \$7.85, while the late bulk of 170 to 240 lb. weights brought \$7.35@7.80, desirable 250 to 350 lb. offerings turned at \$5.75@6.85 and 140 to 160 lb. selections brought \$7.50@7.75. Packing sows are steady with a week ago, the late bulk at \$4.00@5.15.

**SHEEP**—Fat lambs advanced 50@75c the fore part of the week, but declines on late days left price levels 25@50c higher with a week ago. On the high spot choice native lambs reached \$7.85, while on the close \$7.60 stopped choice rangers. Aged stock closed 25c higher with choice fat ewes selling up to \$3.25.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 30, 1931.

**CATTLE**—Market comparisons with last Thursday's shows fed steers and yearlings strong to 25c higher, while fed cows weakened and grassy offerings declined around 50c. Bulls are strong to 10c higher, vealers and calves strong to 50c higher. Bulk of the fed steers and yearlings and heifers sold

\$6.50@8.50, top on medium weight steers \$8.25, heavy steers \$8.00 and yearling steers \$9.00; top on yearling heifers \$8.75. Bulk of grass cows sold \$3.25@4.50, grain fed up to \$6.00, cutter grades \$1.75@3.00, medium bulls \$3.25@4.00. Practical top on vealers \$6.50, a few selects up to \$8.00.

**HOGS**—Light hogs or averages down from 240 lb. met with an active demand and prices gained 25@40c, while strong-weight butchers and packing sows are steady to 25c higher. These comparisons are made from Thursday to Thursday. Thursday's top reached \$7.85, with bulk 160 to 240 lb. averages, \$6.50 @7.75; 250 to 350 lb. butchers, \$5.25@6.50; packing sows, \$4.25@5.40; stags, \$4.00@5.00; feeder pigs, \$6.00@6.50.

**SHEEP**—Slaughter lamb prices fluctuated sharply under the uneven distribution of receipts both between different markets and the various days of the week. Comparisons with last Thursday show lambs and yearlings around 25c higher, sheep 25c higher. On Thursday bulk of the medium to near-choice range lambs sold \$6.25@7.25; native lambs, \$7.25@7.35; fed clipped lambs up to \$7.50; range yearlings up to \$5.25; good and choice ewes, \$2.25@3.25; good and choice range feeding lambs, \$5.00@5.40.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 30, 1931.

**CATTLE**—Compared with one week ago: Fed steers sold steady to 25c higher; other natives steady to 25c lower; western steers 15@35c lower; vealers steady; native grass heifers 50c @\$1.00 lower; western heifers 50@75c lower; cows 25@50c lower; low cutters and medium bulls 25c lower. Bulk of native steers brought \$6.65@8.10, with top yearlings scoring \$8.75; top matured steers, \$8.10 and best heavies \$8.00. Most western steers brought \$4.85@6.65. Top mixed yearlings landed \$9.50; best heifers \$8.50, bulk of fat kinds \$7.50@8.50; medium fleshed kinds \$6.00@7.00; cows largely \$3.50@4.75, top \$5.50; low cutters \$1.75@2.00. Top medium bulls scored \$4.00 today; top vealers \$8.50.

**HOGS**—Hogs scaling below 240 lbs. advanced 35@50c this week, while weightier kinds ruled weak to 25c lower and pigs advanced 50@75c. Top price reached \$8.50 on Thursday, with bulk 100- to 250-lb. weights at \$7.40@8.50.

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Indiana

August 1, 1931.

## THE NATIONAL PROVISIONER

47

1 weight  
8.00 and  
yearling  
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to \$6.00,  
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260 to 300 lbs. \$6.65@7.25, and sows  
\$4.75@6.00.

**SHEEP**—Fat lambs finished mostly  
25c higher for the week, throwouts 50c  
higher, and sheep steady to strong.  
Lambs topped on Thursday at \$7.75,  
with bulk to packers at \$7.00@7.25;  
throwouts \$4.00, and fat ewes \$1.50@  
3.00.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 30, 1931.

**CATTLE**—Fed yearlings advanced  
fully 25c under pressing demands and  
better grade matured steers scored fur  
ther upturns, while less attractive kinds  
held close to steady for the week. Choice  
yearlings ranged up to \$8.75 readily,  
small packers reached \$9.00 and \$8.25  
stopped best heavy weight steers, while  
medium weights scored \$8.60. Most  
steers and yearlings cashed at \$6.75@  
8.25. Fed she stock ruled strong to 25c  
higher, while grassy kinds found a dull  
market with extremes 50c lower.  
Choice heifers in carlots ranged up to  
\$8.25, grassy kinds sold largely \$5.50  
down and cows bulked at \$3.25@4.50.  
Vealers strengthened to make an \$8.00  
extreme top. Bulls finished weak to  
25c lower as most medium grades  
cashed at \$3.75 down.

**HOGS**—Butchers 230 lb. down sold  
25c higher, while weightier kinds were  
less active and finished strong. Choice  
lights topped late at \$7.60. Most 160-  
to 230-lb. averages brought \$7.00@  
7.50 and the bulk of 240- to 280-lb.  
weights went at \$6.00@6.75, with  
weightier offerings down to \$5.25 and  
below. Packing sows ruled strong to  
10c higher, with the bulk \$4.25@5.35  
and odd lots smooth lights \$5.40.

**SHEEP**—Early advance more than  
offset late weakness in fat lamb prices  
and 15@25c gains resulted. Top range  
lambs for the week brought \$7.85, natives  
\$7.75 top around \$7.25 and bulk  
\$7.00@7.25 for both native and  
range offerings. Aged sheep remained  
firm to sell mostly \$2.75@3.00, with  
strictly choice handyweights quotable  
to \$3.25.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and  
Minnesota Department of Agriculture.)

So. St. Paul, Minn., July 29, 1931.

**CATTLE**—Fed steers and yearlings  
have worked nominally 25c or more  
higher this week, while all grassy stock  
will show a 25c or more loss. Choice  
yearlings in small lots sold to \$8.75,  
long yearlings \$8.00, matured steers  
\$7.75, plainer kinds to \$6.75, grassy natives  
\$4.00@6.00, cows \$3.25@4.50,  
heifers \$3.75@6.00, fed yearlings to  
\$8.00, cutters \$2.00@3.00, bulls 25c lower  
going at \$3.75 down. Vealers  
showed little change, medium to choice  
grades selling at \$5.50@7.50.

**HOGS**—Reduced marketings made  
for an uneven 25@40c advance on light  
and mediumweight butchers, heavy  
butchers and sows averaging 10@15c  
up. Better 140@225 lb. weights sold  
at \$7.25@7.65, light lights mostly  
\$7.00, 225@250 lb. butchers \$6.25@  
7.25, 260@290 lb. weights \$5.50@6.00,  
sows largely \$4.50@5.00, pigs mostly  
\$7.50@8.25.

**SHEEP**—Fat lambs worked 25c,  
spots 50c up on throwouts, ewes holding  
steady. Strictly choice around 85

lb. range lambs reached \$7.75, bulk of  
the better natives \$6.75@7.25, bucks  
\$5.75@6.25, throwouts \$3.75@4.00, with  
fat ewes from \$1.50@3.00.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., July 30, 1931.

Marketings moderately light the past  
week, compared with a week ago prices  
40@50c higher on weights around 250  
lb. down; weightier butchers 15@25c  
higher; packing sows steady to 25c  
higher, light kinds at the advance; late  
bulk 170- to 220-lb. \$7.10@7.50; choice  
180- to 210-lb. loads \$7.70 in spots; 230-  
to 260-lb. \$6.75@7.20; 270- to 300-lb.  
\$5.85@6.75; big weights on down to  
\$4.25, bulk good sows \$4.00@5.00.

Receipts of hogs unloaded daily at  
these 24 concentration yards and 7  
packing plants for week ended Thurs  
day, July 30, with comparisons:

	This week.	Last week.	
Friday, July 24.	13,500	21,200	
Saturday, July 25.	15,600	23,200	
Monday, July 27.	31,200	43,100	
Tuesday, July 28.	7,100	9,400	
Wednesday, July 29.	11,300	8,800	
Thursday, July 30.	14,800	7,200	

Unless otherwise noted, price quotations are  
based on transactions covering deliveries showing  
neither excessive weight shrinkage, nor excessive  
fills.

## U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal in  
spection at nine centers during the  
week ended Friday, July 24, 1931:

Week ended July 24.	Prev. week.	Cor. July 24.	1930.
Chicago	87,032	93,592	120,878
Kansas City, Kan.	11,083	11,456	18,878
Omaha	27,994	33,748	41,594
*East St. Louis	36,383	41,303	47,058
Sioux City	19,538	19,407	18,582
St. Paul	45,180	52,813	48,957
St. Joseph	34,510	33,549	31,354
Indianapolis	12,276	14,282	18,615
New York and J. C.	35,697	34,627	25,432
Total	306,693	334,719	371,128

\*Includes St. Louis, Mo.

## HOG WEIGHTS AND COSTS.

The average weight and cost of hogs,  
computed on packer and shipper pur  
chases, as reported for June, 1931, with  
comparisons, by the U. S. Bureau of  
Agricultural Economics:

	1931	1930	1931	1930
Per Avg., 100 Lbs.	Per Avg., 100 Lbs.	Per Avg., 100 Lbs.	Per Avg., 100 Lbs.	
CHICAGO.			EAST ST. LOUIS.	
Jan. . . . .	235 \$7.65	228 \$9.78	213 \$7.84	206 \$9.82
Feb. . . . .	237 7.06	231 10.67	207 7.34	208 10.71
Mar. . . . .	242 7.46	235 10.17	206 7.78	206 10.44
Apr. . . . .	240 7.26	234 10.00	204 7.50	200 10.05
May . . . . .	240 6.53	238 10.02	201 6.76	202 10.09
June . . . . .	251 6.36	245 9.52	203 6.81	201 9.87

Year . . . . .	235 9.47	202 9.72
KANSAS CITY.		OMAHA.
Jan. . . . .	236 \$7.44	232 \$9.55
Feb. . . . .	232 6.64	234 10.34
Mar. . . . .	231 7.37	232 9.88
Apr. . . . .	230 7.11	225 9.68
May . . . . .	225 6.29	220 9.71
June . . . . .	228 6.38	223 9.54

Year . . . . .	223 9.41	255 9.10
ST. PAUL.		FT. WORTH.
Jan. . . . .	237 \$7.30	225 \$9.55
Feb. . . . .	234 6.64	239 10.24
Mar. . . . .	236 7.14	228 9.79
Apr. . . . .	240 6.82	234 9.58
May . . . . .	232 6.06	245 9.46
June . . . . .	235 5.63	236 9.28

Year . . . . .	231 9.02	210 9.21
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## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal mar  
kets, week ended July 25, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 25.	192,000	412,000	320,000
Previous week	194,000	470,000	328,000
1930	184,000	476,000	330,000
1929	240,000	548,000	288,000
1928	207,000	442,000	271,000
1927	221,000	539,000	253,000

Hogs at 11 markets:

Week ended July 25.	Cattle.	Hogs.	Sheep.
Previous week			358,000
1930			413,000
1929			422,000
1928			490,000
1927			385,000
Total			480,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 25.	150,000	318,000	222,000
Previous week	154,000	376,000	217,000
1930	134,000	375,000	245,000
1929	175,000	426,000	218,000
1928	146,000	330,000	196,000
1927	174,000	404,000	189,000

## Old Fashioned Safety

with

## Modern Service

The Nation's Oldest and Largest  
Livestock Buying Organization



Chicago, Ill.  
Cincinnati, Ohio  
Dayton, Ohio  
Detroit, Mich.  
Indianapolis, Ind.  
Lafayette, Ind.  
Louisville, Ky.  
Montgomery, Ala.  
Nashville, Tenn.  
Omaha, Neb.  
Sioux City, Iowa  
Service Dept., Washington, D. C.—C. B. Heinemann, Manager

KENNETH MURRAY  
LIVE STOCK BUYING ORGANIZATION

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, July 30, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.					
Lt. lt. (140-160 lbs.) gd-ch.	\$ 7.60@	8.25	\$ 8.15@	8.50	\$ 7.25@	7.75	\$ 7.25@	7.75	\$ 7.50@	7.65
Lt. wt. (160-180 lbs.) gd-ch.	8.00@	8.50	8.30@	8.50	7.50@	7.85	7.35@	7.85	7.50@	7.65
(180-200 lbs.) gd-ch.	8.50@	8.40	8.35@	8.50	7.50@	7.85	7.35@	7.85	7.50@	7.65
Med. wt. (200-220 lbs.) gd-ch.	8.10@	8.40	8.20@	8.50	7.50@	7.85	7.35@	7.85	7.25@	7.65
(220-250 lbs.) gd-ch.	7.40@	8.25	7.35@	8.30	6.40@	7.60	7.00@	7.75	6.50@	7.60
Hvy. wt. (250-290 lbs.) gd-ch.	6.60@	7.65	6.65@	7.00	5.50@	6.75	6.15@	7.25	5.50@	6.65
Pkg. sows (275-500 lbs.) med-ch.	5.90@	6.85	6.00@	7.00	5.25@	6.00	5.75@	6.35	5.00@	5.75
Sitr. pigs (100-130 lbs.) gd-ch.	4.60@	6.10	4.65@	6.00	4.00@	5.40	4.00@	5.15	4.25@	5.25
Av. cost & wt. Thurs. (pigs excl.)	7.00@	7.75	7.65@	8.25	.....	7.00@	7.85	7.50@	8.00	.....
Av. cost & wt. Thurs. (pigs excl.)	6.60-250 lbs.	7.51-218 lbs.	5.66-279 lbs.	7.87-216 lbs.	.....	.....	.....	.....	.....	.....

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice .....	8.85@	9.50	8.75@	9.00	8.25@	9.00	8.25@	9.00	8.40@	9.00
Good .....	8.00@	8.85	7.75@	8.75	7.50@	8.25	7.25@	8.25	7.50@	8.40
Medium .....	6.75@	8.00	5.50@	7.75	6.50@	7.50	5.50@	7.25	6.25@	7.50
Common .....	4.75@	7.00	4.25@	5.50	5.00@	6.50	4.00@	5.50	4.50@	6.50

STEERS (900-1,100 LBS.):

Choice .....	8.75@	9.25	8.50@	9.00	8.00@	9.00	8.00@	9.00	8.40@	9.00
Good .....	7.75@	8.75	7.50@	8.50	7.25@	8.25	7.00@	8.25	7.50@	8.40
Medium .....	6.25@	7.75	5.50@	7.50	6.25@	7.25	5.25@	7.25	6.00@	7.50
Common .....	4.75@	6.50	4.25@	5.50	5.00@	6.50	4.00@	5.50	4.50@	6.50

STEERS (1,100-1,300 LBS.):

Choice .....	8.25@	9.00	7.50@	8.50	7.50@	8.25	7.25@	8.50	7.75@	8.75
Good .....	7.25@	8.50	6.75@	7.50	6.75@	7.75	6.50@	7.75	6.75@	7.75
Medium .....	6.25@	7.50	5.25@	6.75	5.50@	6.75	5.00@	7.00	5.25@	6.75

STEERS (1,300-1,500 LBS.):

Choice .....	8.00@	8.75	7.50@	8.00	7.00@	8.00	7.00@	8.15	7.25@	8.00
Good .....	7.00@	8.00	6.75@	7.50	6.25@	7.25	6.25@	7.00	6.50@	7.25

HEIFERS (550-850 LBS.):

Choice .....	8.50@	9.00	8.25@	9.50	7.75@	8.50	7.75@	8.75	7.50@	8.50
Good .....	6.75@	8.50	7.00@	8.25	6.75@	7.50	6.75@	8.25	6.00@	7.50
Medium .....	5.50@	6.75	6.00@	7.00	5.75@	6.75	5.00@	7.00	4.50@	6.00
Common .....	3.75@	5.50	3.50@	6.00	4.00@	5.75	3.00@	5.00	3.25@	4.50

COWS:

Choice .....	5.50@	6.50	5.25@	5.50	5.00@	6.00	4.50@	5.25	4.75@	5.25
Good .....	4.00@	5.50	4.50@	5.25	3.75@	5.00	3.50@	4.50	4.00@	4.75
Com-med .....	3.00@	4.00	3.00@	4.50	3.00@	4.50	2.50@	3.50	3.00@	4.00
Low cutter and cutter .....	2.00@	3.00	1.50@	3.00	1.75@	3.00	1.25@	2.50	2.00@	3.00

BULLS (YRLS. EX. BEEF):

Gd-ch. ....	4.25@	5.00	4.00@	4.75	3.50@	4.25	3.75@	4.50	3.85@	4.50
Cut-med. ....	3.00@	4.75	2.50@	4.10	3.50@	4.10	2.25@	3.75	3.00@	3.85

VEALERS (MILK-FED):

Gd-ch. ....	8.50@	10.00	7.00@	8.50	7.00@	8.00	5.50@	7.50	5.50@	8.00
Medium ....	6.50@	8.50	5.00@	7.00	5.00@	6.50	4.00@	5.50	4.00@	5.50
Cal-com. ....	5.00@	6.50	2.75@	5.00	3.50@	5.00	2.50@	4.00	3.00@	4.00

CALVES (250-500 LBS.):

Gd-ch. ....	5.00@	7.00	6.50@	9.00	6.00@	7.50	4.50@	7.00	4.00@	5.00
Com-med. ....	3.00@	5.00	3.00@	6.50	3.50@	6.00	2.50@	4.50	2.50@	4.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down)—Gd-ch. ....	7.00@	8.25	7.00@	7.75	6.75@	7.35	6.50@	7.00	6.75@	7.75
Medium ....	5.50@	7.00	5.50@	7.00	5.50@	6.75	5.25@	6.50	5.50@	6.75
(All weights)—Common ....	4.50@	5.50	4.50@	5.50	4.50@	5.50	4.00@	5.25	3.75@	5.50

YEARLING WETHERS:

(90-110 lbs.)—Med-ch. ....	4.00@	6.75	3.00@	6.25	3.50@	5.50	3.75@	5.50	3.00@	5.75
(120-150 lbs.)—Med-ch. ....	2.75@	4.00	2.00@	3.00	2.00@	3.25	2.25@	3.25	2.00@	3.00

EWES:

(90-120 lbs.)—Med-ch. ....	2.75@	4.00	1.50@	2.50	1.75@	3.00	2.00@	3.00	1.50@	3.00
(120-150 lbs.)—Med-ch. ....	2.25@	3.75	1.50@	2.50	1.75@	3.00	2.00@	3.00	1.50@	3.00
(All weights)—Cul-com. ....	1.00@	2.75	1.00@	2.00	1.00@	2.00	1.00@	2.25	1.00@	2.00

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended July 23, 1931, with comparisons, are reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

Up to 1,050 lbs.

Week ended July 23.

Prev. week.

Same week.

July 23.

1930.

\$ 6.85

\$ 6.50

\$ 8.50

CUT ST. JOE YARD CHARGES.

Stock yards rates on livestock marketed at South St. Joseph, Mo., have been reduced by order of the U. S. Department of Agriculture. The present rates on livestock received by rail have been reduced 7¢ per head in the case of cattle and calves, 2¢ for hogs and 1¢ for sheep. Similar reductions are made on livestock received by truck or on foot, except that the rate on calves will be 6¢ instead of 7¢. Renwick W. Dunlap, assistant secretary of agriculture, said this reduction would save shippers to the St. Joe market approximately \$120,000 annually.

VEAL CALVES.

Toronto ..... \$ 7.50

\$ 7.50

\$11.00

Montreal ..... 6.50

6.50

8.25

Winnipeg ..... 7.00

7.00

9.00

Calgary ..... 7.50

7.25

9.00

Edmonton ..... 6.00

6.50

8.50

Prince Albert ..... 5.00

4.00

7.50

Moose Jaw ..... 5.00

5.00

8.00

Saskatoon ..... 4.00

4.50

8.00

SELECT BACON HOGS.

Toronto ..... \$ 9.75

\$10.25

\$13.25

Montreal ..... 10.50

10.00

13.60

Winnipeg ..... 8.25

9.00

12.00

Calgary ..... 7.75

8.75

12.00

Edmonton ..... 7.75

8.75

11.70

Prince Albert ..... 8.00

8.70

11.70

Moose Jaw ..... 8.00

8.45

11.75

Saskatoon ..... 8.00

8.70

11.70

## LIVESTOCK PRICES COMPARED.

Prices of meat animals at Chicago for the week ending July 25, as compared with the previous week and the same week a year ago, are reported officially by the U. S. Bureau of Agricultural Economics as follows:

Week July 25, 1931. Week July 26, 1930.

Steers (900-1,100 lbs.):

Choice ..... \$ 8.68

August 1, 1931.

## THE NATIONAL PROVISIONER

49

PARED.  
Chicago  
as com-  
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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 25, 1931, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,945	4,050	*10,000
Swift & Co.	4,455	2,450	*15,360
Wilson & Co.	4,160	4,168	6,197
Morris & Co.	1,659	614	4,952
Anglo-Amer. Prov. Co.	1,339	754	—
G. H. Hammonton Co.	1,540	1,300	—
Libby, McNeil & Libby	553	—	—
Shippers	17,361	29,634	13,269
Others	4,566	28,150	5,568

Brennan Packing Co., 5,411 hogs; Independent Packing Co., 929 hogs; Boyd, Lunham & Co., 618 hogs; Hygrade Food Products Corp., 4,396 hogs; Agar Packing Co., 5,388 hogs.

Total: Cattle, 42,011; calves, 5,284; hogs, 88,719; sheep, 56,419.

Not including 1,801 cattle, 1,408 calves, 27,767 hogs and 14,166 sheep bought direct.

\*Including some sheep bought direct.

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,746	1,267	2,191
Cudahy Pkg. Co.	2,476	1,060	3,372
Fowler Pkg. Co.	466	—	—
Morris & Co.	1,915	65	1,226
Swift & Co.	3,683	1,636	2,935
Wilson & Co.	2,750	1,583	2,674
Others	1,320	717	98

Total ..... 15,356 6,844 18,696

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,200	9,558	13,330
Cudahy Pkg. Co.	4,199	9,241	11,661
Dold Pkg. Co.	1,286	5,491	—
Morris & Co.	2,523	3,780	4,949
Swift & Co.	5,546	7,371	14,208
Others	—	25,418	—

Total ..... 20,757 60,859 44,148

Eagle Pkg. Co., 15 cattle; Geo. Hoffman Pkg. Co., 30 cattle; Mayerowich Pkg. Co., 6 cattle;

Osma Pkg. Co., 72 cattle; J. Roth & Son, 61 cattle; So. Omaha Pkg. Co., 60 cattle; Lincoln Pkg. Co., 178 cattle; Morell Pkg. Co., 10 cattle;

Nagle Pkg. Co., 365 cattle; Sinclair Pkg. Co., 789 cattle; Wilson & Co., 405 cattle.

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,624	490	928	5,062
Swift & Co.	2,550	1,449	1,597	5,267
Morris & Co.	898	694	—	925
East Side Pkg. Co.	443	—	470	335
American Pkg. Co.	100	22	1,796	287
Krey Pkg. Co.	227	184	1,144	128
Others	3,110	750	11,801	—
Shippers	—	3,307	18,053	362

Total ..... 17,233 7,136 36,297 12,396

Not including 3,300 cattle, 1,531 calves, 27,722 hogs and 2,430 sheep bought direct.

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,366	142	10,536	6,195
Armour and Co.	2,930	141	10,179	8,811
Swift & Co.	1,816	149	4,610	2,304
Smith Bros.	4,432	46	20,233	—
Slippers	276	40	20	—

Total ..... 11,810 518 45,578 15,313

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,400	641	787	450
Wilson & Co.	1,394	604	681	457
Others	98	22	542	—

Total ..... 2,892 1,207 2,010 907

Not including 118 cattle and 932 sheep bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	808	151	1,512	2,853
Armour and Co.	647	133	900	3,745
Blayne-Murphy Co.	257	56	1,192	269

Others ..... 1,065 137 1,052 952

Total ..... 2,037 477 3,703 7,822

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kings & Co.	900	532	2,048	1,567
Armour and Co.	266	147	1,254	36
Indy Abt. Co.	533	75	—	393
Hilgemier Bros.	76	41	128	15
Schlesinger Pkg. Co.	28	—	261	—
Riverview Pkg. Co.	14	—	112	—
Meier Pkg. Co.	143	8	282	—
Indianapolis Prov. Co.	58	8	128	5
Art Wabnitt	17	36	—	71
Mac Hartman Co.	21	11	—	12
Hoover Abt. Co.	20	—	—	—
Others	1,087	1,777	16,230	6,917

Total ..... 3,764 2,763 22,004 9,812

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,958	416	5,316	12,503
Armour and Co.	2,300	338	5,331	6,613
Others	2,313	174	6,631	3,695

Total ..... 6,580 928 17,278 22,811

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,567	2,442	11,708	2,652
Cudahy Pkg. Co.	386	1,115	—	—
Swift & Co.	3,622	3,675	17,129	4,024
United Pkg. Co.	2,186	90	—	—
Others	1,386	601	10,450	—

Total ..... 10,147 7,923 39,287 6,676

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,595	3,306	5,213	1,650
Swift & Co., Chi.	—	—	—	—
D.B.C. Co., N. Y.	35	—	167	—
R. Gums & Co., Mil.	143	107	107	27
Armour & Co., Chi.	46	—	—	—
N.Y.B.D.M.C., N.Y.	76	—	—	—
Shippers	506	16	98	5
Others	218	289	94	413

Total ..... 3,187 5,469 5,670 2,464

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	712	384	1,455	1,492
Jacob Dold Pkg. Co.	482	21	901	30
Wichita D. B. Co.	36	—	—	—
Dunn-Ontera	96	—	—	—
Keefe-Le Sturgeon	31	—	—	—
Fred W. Dold	89	—	274	—

Total ..... 2,910 2,388 11,227 24,166

Not including 1,552 cattle, 174 calves, 8,492 hogs and 3,392 sheep bought direct.

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	3	—	407	—
E. Kahn's Sons Co.	1,456	381	5,042	5,670
Kroger G. & B. Co.	28	131	564	—
J. Lohrey Pkg. Co.	4	—	196	—
H. H. Meyer Pkg. Co.	—	—	829	—
A. Sander Pkg. Co.	6	—	644	—
J. & F. Schrotter Co.	18	—	1,360	—
J. Schlachter Sons	138	258	—	166
John F. Stegner	232	259	—	93
Ideal Pkg. Co.	33	—	406	—
Shipper	222	870	1,656	17,026
Others	802	486	527	714

Total ..... 2,910 2,388 11,227 24,166

Not including 1,552 cattle, 174 calves, 8,492 hogs and 3,392 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 25, 1931, with comparisons:

## CATTLE.

Week ended	Prev. week.	Cor. week.	1930.
July 25.	24,119	29,419	20,446
Kansas City	15,356	14,487	15,150
Omaha	20,757	23,316	16,983
St. Louis	17,233	22,675	10,983
St. Joseph	6,580	6,295	7,873
Sioux City	11,810	13,500	10,336
Oklahoma City	2,892	3,597	4,635
Wichita	1,446	1,732	936
Denver	2,037	3,976	8,784
Milwaukee	3,187	2,844	2,170
Indianapolis	3,764	4,241	3,850
Cincinnati	2,919	4,801	3,170

Total ..... 140,139 139,707 105,123

## HOGS.

	Prev. week.	Cor. week.	1930.
Chicago	88,719	53,068	56,761
Kansas City	6,644	8,306	20,461
Omaha	60,859	84,623	66,536
St. Louis	36,297	74,916	25,677
St. Joseph	17,278	21,426	24,436
Oklahoma City	45,578	58,167	49,603
Wichita	2,630	6,024	5,063
Denver	3,703	5,528	4,187
Milwaukee	5,679	6,600	8,031
Indianapolis	22,004	21,266	27,961
Cincinnati	11,227	18,735	16,827

Total ..... 341,915 398,704 336,343

## SHEEP.

	Prev. week.	Cor. week.	1930.
Chicago	50,410	42,227	58,231
Kansas City	13,096	18,383	29,638
Omaha	12,909	20,631	12,807
St. Louis	12,200		

## RECEIPTS AT CENTERS

SATURDAY, JULY 25, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	4,500
Kansas City	125	500	300
Omaha	125	3,500	4,000
St. Louis	300	2,000	100
St. Paul	50	1,000	1,000
Sioux City	500	2,500	500
St. Paul	200	1,000	200
Oklahoma City	100	400	200
Fort Worth	100	500	1,600
Milwaukee	—	500	—
Denver	—	200	100
Louisville	100	300	—
Wichita	100	800	100
Indianapolis	100	1,000	100
Pittsburgh	100	200	300
Cincinnati	100	500	1,100
Buffalo	100	400	100
Cleveland	100	400	—
Nashville	—	300	—

MONDAY, JULY 27, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	30,000	10,000
Kansas City	14,000	4,500	5,000
Omaha	14,000	14,000	15,000
St. Louis	5,800	7,500	3,500
St. Joseph	2,500	4,500	4,500
Sioux City	5,500	9,000	4,500
St. Paul	7,200	7,500	3,500
Oklahoma City	900	900	300
Fort Worth	3,800	900	2,300
Milwaukee	400	1,400	200
Denver	1,500	2,500	4,500
Louisville	100	300	1,000
Wichita	1,600	2,400	300
Indianapolis	400	4,000	1,000
Pittsburgh	600	1,000	4,000
Cincinnati	1,200	1,900	3,500
Buffalo	1,300	3,700	3,900
Cleveland	900	1,800	2,200
Nashville	500	300	900

TUESDAY, JULY 28, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	15,000	10,000
Kansas City	7,000	3,000	4,000
Omaha	7,503	10,500	15,000
St. Louis	5,000	5,500	3,000
St. Paul	3,500	4,000	8,500
Sioux City	3,000	10,000	6,500
St. Paul	2,000	6,000	1,000
Oklahoma City	1,100	600	2,500
Fort Worth	2,000	500	2,500
Milwaukee	400	1,500	400
Denver	700	1,000	1,200
Louisville	100	200	500
Wichita	600	2,000	600
Indianapolis	1,100	4,000	2,000
Pittsburgh	500	1,200	1,500
Cincinnati	500	1,200	5,300
Buffalo	100	800	600
Cleveland	200	1,100	1,000
Nashville	—	—	—

WEDNESDAY, JULY 29, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	9,500	14,000	13,000
Kansas City	4,503	3,500	6,000
Omaha	8,000	11,000	17,000
St. Louis	4,200	5,000	2,000
St. Joseph	1,800	4,000	6,500
Sioux City	4,000	9,500	2,000
St. Paul	2,000	8,000	3,500
Oklahoma City	600	500	200
Fort Worth	2,800	400	5,000
Milwaukee	500	1,200	400
Denver	500	800	1,100
Louisville	100	400	100
Wichita	600	2,000	600
Indianapolis	600	2,500	2,000
Pittsburgh	100	800	1,500
Cincinnati	300	1,000	5,100
Buffalo	200	500	400
Cleveland	300	1,000	700
Nashville	300	300	200

THURSDAY, JULY 30, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	17,000	10,000
Kansas City	2,500	2,500	5,000
Omaha	3,800	10,500	11,500
St. Louis	2,500	6,000	2,000
St. Joseph	1,700	3,000	5,000
Sioux City	2,000	8,000	2,000
St. Paul	1,500	5,000	500
Oklahoma City	500	700	300
Fort Worth	2,000	500	3,000
Milwaukee	600	1,500	1,800
Denver	100	400	300
Louisville	300	1,300	400
Wichita	300	3,000	1,500
Indianapolis	500	3,000	1,500
Pittsburgh	200	1,200	1,500
Cincinnati	500	1,300	4,500
Buffalo	200	1,700	1,300
Cleveland	400	1,000	1,000
Nashville	300	200	300

FRIDAY, JULY 31, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	15,000	9,000
Kansas City	800	2,000	5,000
Omaha	1,800	12,000	10,000
St. Louis	1,000	6,500	1,500
St. Joseph	600	3,000	4,000
Sioux City	1,500	10,000	3,000
St. Paul	1,900	6,200	1,000
Oklahoma City	700	600	200

Fort Worth	1,800	500	5,800
Milwaukee	300	400	100
Denver	—	300	2,700
Louisville	200	300	600
Wichita	200	1,000	100
Indianapolis	200	3,000	1,600
Pittsburgh	—	800	1,300
Cincinnati	400	1,000	7,400
Buffalo	400	1,000	2,500
Cleveland	400	1,000	800
Nashville	100	100	500

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended July 25, 1931, with comparisons:

## CATTLE.

	Week ended July 25.	Prev. week.	Cor. week.
Chicago	26,551	20,419	20,446
Kansas City	13,356	14,487	16,413
Omaha	18,194	22,082	15,897
St. Louis	13,082	15,459	10,983
St. Joseph	5,147	6,013	7,791
Sioux City	7,824	10,073	32,233
Wichita	1,851	2,187	1,429
Fort Worth	6,980	6,582	—
Philadelphia	—	1,742	1,121
Indianapolis	9,566	1,505	1,107
New York & Jersey City	8,657	9,138	7,498
Oklahoma City	4,277	5,433	7,429
Cincinnati	3,583	3,810	3,800
Denver	2,151	2,786	1,683

Total ..... 115,219 131,266 128,146

## HOGS.

	July 25.	July 26.	July 27.
Chicago	84,451	93,245	120,658
Kansas City	6,644	8,306	20,461
Omaha	34,232	52,197	44,954
St. Louis	18,246	22,726	25,677
St. Joseph	10,787	14,078	17,363
Sioux City	31,295	33,463	8,458
Wichita	7,819	6,054	5,683
Fort Worth	2,409	14,154	—
Philadelphia	—	13,309	12,116
Indianapolis	9,927	9,944	16,048
New York & Jersey City	31,241	28,438	29,137
Oklahoma City	2,962	2,562	3,883
Cincinnati	14,162	14,199	17,158
Denver	1,845	5,150	4,850

Total ..... 250,020 317,755 326,456

## SHEEP.

	July 25.	July 26.	July 27.
Chicago	51,316	48,227	58,231
Kansas City	13,080	18,333	29,635
Omaha	43,400	42,351	38,129
St. Louis	11,054	13,860	12,807
St. Joseph	19,116	17,909	25,491
Sioux City	16,342	15,885	17,234
Wichita	1,522	1,211	1,448
Fort Worth	18,325	25,917	—
Philadelphia	—	10,788	6,620
Indianapolis	—	1,878	1,131
New York & Jersey City	80,318	86,698	63,506
Oklahoma City	707	1,129	1,223
Cincinnati	6,807	10,815	3,378
Denver	738	4,127	2,708

Total ..... 264,870 208,911 263,527

## TANNERS' JUNE HIDE STOCKS.

Stocks of raw hides and skins held by tanners on June 30, 1931:

	June 30, 1931	May 31, 1931
Cattle, total hides	1,315,610	1,330,767
Green salted:		
Steers, hides	461,507	449,334
Cows, hides	510,361	512,202
Bulls, hides	23,218	25,950
Unclassified, hides	29,920	31,944
Dried or dry salted, hides	18,577	20,927
Calf, skins	1,824,892	1,680,525
Kip, skins	231,354	210,333
Sheep and lamb, skins	9,355,108	9,572,640
Goat and kid, skins	10,980,584	10,265,317
Cabretta, skins	949,839	977,994

\*Preliminary figures. \*\*Final figures.

## JUNE INSPECTED SLAUGHTER.

More cattle, calves, lamb and sheep were slaughtered under federal inspection during June, 1931, than in June, 1930. The average weight of cattle and calves was more and that of lambs slightly less. The estimated production, consumption and trade in these federally inspected meats during June, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Beef, 1931.	Veal, 1931.	Beef, 1930.	Veal, 1930.
Animals passed for food, No. 663,524	357,226,000	375,216,000	355,068,000	355,068,000
Average dressed weight, lbs. 1,339.45	36.73	36.73	36.73	36.73
Production, 1,000 lbs.	337,000	337,000	320,207	320,207
Beef and veal, 1931.	400,529,000	400,529,000	375,216,000	375,216,000
Total production beef and veal, 1931.	400,529,000	400,529,000	375,216,000	375,216,000
Storage begin. of month.	40,448,000	40,448,000	71,536,000	71,536,000
Total supply	45,943,000	45,943,000	45,943,000	45,943,000
Exports	1,573,000	1,573,000	1,073,000	1,073,000
Storage end of month.	45,352,000	45,352,000	66,880,000	66,880,000
Re-exports	—	—	30,000	30,000
Tot. apparent consumption	404,962,000	404,962,000	386,049,000	386,049,000
Per capita consumption, lbs.	3.25	3.25	3.15	3.15

## HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on July 28, 1931, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against exchange contracts, effective July 29, to prevail until further notice:

## FRIGORIFICO.

August 1, 1931.

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The packer hide market continued the recent practice of moving all branded stocks to sole leather tanners at the opening of the week, with steady prices obtained. However, a good sized block of light native cows were also taken at the same time, also at steady price. The total movement for the week, so far, is about 35,000 hides, running mostly straight Julys, and one large sole leather tanner is credited with taking over half of the total movement. Native steers were also moved in a fairly good way this week at unchanged price.

The Hide Exchange market declined further this week, influenced by news of lower prices paid at European hide auctions, resulting in a lack of demand in the primary market for hides for delivery against exchange contracts; in fact, re-sale lots of light cows were offered around at prices under the primary market, and a good sized block of Junes taken by a shoe manufacturing tanner at a cent under price paid for July light cows.

Manufacturers of low and medium-priced shoes are working at high capacity, at a normally dull season. Hides suitable for sole leather are in strong demand, with some improvement recently in leather prices, but upper leather continues to lag behind the market. There appears to be no disposition on the part of killers to withhold hides from the market.

Native steers sold in a good way at 12c for about 28,000 Julys, steady. About 3,000 July extreme native steers also sold at 12c.

About 2,500 butt branded steers sold early at 12c, and 12,000 Colorados at 11½c. About 2,500 heavy Texas steers brought 12c, and 3,000 light Texas steers 11½c; extreme light Texas steers moved at 11c, all steady.

Production of heavy native cows light and are usually taken by upholstery tanners at this season; last sale was at 11½c, some talking 12c. About 28,000 July light native cows moved early at 12c, steady with last trade to tanners; a block of 11,000 re-sale June hides were taken by a shoe manufacturing tanner at 11c; July light cows about cleaned up and a few Junes offered at 12c, some claiming these could be bought at 11½c. About 15,000 branded cows sold at 11c, steady.

Native bulls last sold at 7c for Junes and offered at 8c; branded bulls 6@ 6½c, nom.

South American market about steady, but rather quiet. One lot of 4,000 Saneameas sold at \$33.00 gold, and 4,000 Nacional steers at \$33.62½ gold to this country, both equal to about 11½c, c.i.f. New York; gold prices down 75c, and c.i.f. prices about 5c from last week, with exchange rate working in favor of buyers.

**SMALL PACKER HIDES**—Local small packers sold up earlier to end of July, with last trading in all-weights at 12c for natives and 11c for branded. Local small packer association sold a car each, July and August light native cows, at 12c, for Exchange purposes.

**COUNTRY HIDES**—Country hide market is rather quiet, with a slightly easier undertone, being dependent to a great extent upon upper leather tanner

buying. The spread is unusually wide between country hides and the packer market, due to the strong support given the latter by sole leather tanners. However, stocks are generally reported very light. All-weights are slow at 8c for 48 lb. av. Heavy steers and cows last sold at 7½c. Best bid for buff weights 7½c at the moment, although nothing reported sold under 8c. Some 25/45 lb. extremes sold at 9¾c, and market usually quoted 9¾@10c, with bids at 9½c; 9c reported bid for 25/50 lb. Bulls last sold at 5c, flat. All-weight branded priced 6½@7c, flat, less Chicago freight, for light current stocks from nearby points.

**CALFSKINS**—Some trading will be necessary to establish the market on packer calfskins; buyers' ideas not over 16c, with sellers talking 17½@18c for July calf. June calf last sold at 16c for regular run, and a few available on this basis.

Car 8/10 lb. Chicago city calfskins reported this week at 12c, although confirmation appears to be lacking; car 10/12 lb. sold at 15c, both being ½c down. Straight 8/15 lb. outside cities quoted around 13c in a purely nominal way; market very dull. Mixed cities and countries 11@11½c; straight countries 10@10½c.

**KIPSKINS**—One big packer sold 8,000 July native kipskins at 13½c for northerns, and 2,000 over-weights at 12½c; another packer sold total of 2,000 July natives and over-weights same basis; production running light.

Car Chicago city kipskins moved at 12c, or ½c down. Outside cities around 11½c, nom.; mixed cities and countries 10½@11c; straight countries around 10c.

**HORSEHIDES**—Market slow and demand very light. Good city renderers quoted \$3.25@3.50; mixed city and country northerns \$2.75@3.00; straight countries around \$2.00.

**SHEEPSKINS**—Dry pelts fairly firm at 9½@10c paid recently for full wools. Production of big packer shearlings continues light and good demand for better grade shearlings for special purposes with 60c last paid for No. 1's and 30c for No. 2's; another car sold this week same basis, and a few No. 1's were sold in another direction at 65c. Summer pickled skins quoted \$3.25@3.37½ for straight run, top last paid at Chicago for Junes; lambs suitable for glove stock last sold at New York at \$4.25 per doz. Small packer lamb pelts quoted around 50c.

### New York.

**PACKER HIDES**—One packer moved the other half of July production of native steers this week at 12c, steady for 1,700, and still holding half of July branded hides. Another packer sold half of July production of natives, 1,500 hides, at 12c also. Butt branded steers last sold at 12c and Colorados at 11½c; market nominally unchanged.

**COUNTRY HIDES**—Trading slow, due to the fact that offerings are being held about a half-cent over buyers' ideas, and demand less active. Extremes quoted nominally 9½@10c for mid-westerns, and buff weights 7½@8c, as to buyers' and sellers' ideas.

**CALFSKIN**—Calfskins offered more freely and some quiet negotiations

under way. Last trading earlier in 5-7 cities was at \$1.10 and \$1.12½; 7-9 cities last sold at \$1.50@1.52½; last sales of 9-12 cities were at \$2.25@2.27½.

### New York Hide Exchange Futures.

Saturday, July 25, 1931—Close: Aug. 10.60n; Sept. 10.95n; Oct. 11.40n; Nov. 11.85n; Dec. 12.30@12.40; Jan. 12.65n; Feb. 12.95n; Mar. 13.20@13.30; Apr. 13.45n; May 13.70n; June 14.02@14.06. Sales 20 lots.

Monday, July 27, 1931—Close: Aug. 10.70n; Sept. 11.05@11.10; Oct. 11.50n; Nov. 11.95n; Dec. 12.45 sale; Jan. 12.75n; Feb. 13.05n; Mar. 13.30@13.35; Apr. 13.60n; May 13.90n; June 14.20@14.25. Sales 99 lots.

Tuesday, July 28, 1931—Close: Aug. 10.50n; Sept. 10.85@10.95; Oct. 11.30n; Nov. 11.75n; Dec. 12.25@12.35; Jan. 12.55n; Feb. 12.85n; Mar. 13.20 sale; Apr. 13.50n; May 13.75n; June 14.00 sale. Sales 58 lots.

Wednesday, July 29, 1931—Close: Aug. 10.25n; Sept. 10.61@10.65; Oct. 11.10n; Nov. 11.55n; Dec. 12.06@12.10; Jan. 12.35n; Feb. 12.65n; Mar. 13.00 sale; Apr. 13.30n; May 13.55n; June 13.75@13.75. Sales 94 lots.

Thursday, July 30, 1931—Close: Aug. 10.35n; Sept. 10.75 sale; Oct. 11.10n; Nov. 11.55n; Dec. 12.05@12.10; Jan. 12.35n; Feb. 12.65n; Mar. 13.02 sale; Apr. 13.30n; May 13.60n; June 13.85@13.90. Sales 60 lots.

Friday, July 31, 1931—Close: Aug. 10.30n; Sept. 10.70@10.80; Oct. 11.05n; Nov. 11.50n; Dec. 12.00 sale; Jan. 12.30n; Feb. 12.60n; Mar. 12.95@13.00; Apr. 13.25n; May 13.50n; June 13.75@13.85. Sales 21 lots.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 31, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended July 31.	Prev. week.	Cor. week, 1930.
Spr. nat.			
strs. .... 13	@13½n 13	@13½n 13 14½@15n	
Hvy. nat. str.	@12 12	@12½ 12	@13½
Hvy. Tex. str.	@12	@12	@13½
Hvy. butt brnd'd			
strs. .... @12	@12	@12	@13½
Hvy. Col. str.	@11½	@11½	@13
Ex-light Tex.			
strs. .... @11	@11	@11	@10½
Brnd'd. cows.	@11	@11	@10½
Hvy. nat.			
cow. .... 11½@12	12	11½@12	@11½
Lt. nat. cows	@12 12	@12½@12ax	@11
Nat. bulls. .... 7	7	7½@7½	6 7
Brnd'd. bulls. .... 6	6@6½	6@6½	6 6
Calfskins. .... 16	@17½ 17	17@18n	@19
Kips. nat. ....	@13½	13½@15	@17½
Kips. ov-wt. ....	@12½	12½@13½@14n	@15½
Kips. brnd'd. 10	@10½n 10	@11n	@13n
Slunks. reg. ....	@80	@80	@1.25
Slunks. hrls. .... 25	25	23@20	@30
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

### CITY AND SMALL PACKERS.

Nat. all-wts.	@12	@12	@11n
Brnd'd. ....	@11	@11	@10½n
Nat. bulls. ....	@7n	@7n	@7n
Brnd'd. bulls. ....	@6n	@6n	@6n
Calfskins. ....	@13½n 13½@14n	@14n	@16½n
Kips. ....	@12	@12½	@15½n
Slunks. reg. ....	@75	@75	@1.15
Slunks. hrls. ....	@25	@25	@20

### COUNTRY HIDES.

Hvy. steers. ....	@7½	6@7½	7½@8
Hvy. cows. ....	@7½	6@7½	7½@8
Buffs. .... 7½@8	8	8@8½	8@8½
Extremes. .... 9½@10	10	10@10½	10@10½
Bulls. .... @5	5	5@5	5@5
Calfskins. .... 10	@10½	10@10½	@13n
Kips. ....	@10	10@10½	@12n
Light calf. .... 40	@50	40@50	90@1.00
Deacons. .... 40	@50	40@50	90@1.00
Slunks. reg. .... 25	25	25@35	50@60
Slunks. hrls. .... 5	5@10n	5@10n	5@10n
Horsehides. .... 2.00@3.50	2.00@3.50	3.00@4.00	

### SHEEPSKINS.

Pkr. lambs. ....			
Sm. pkr. ....	45	45	50
Iams. ....	@60	50	@60
Pkr. shearlgs. ....	60	50	@60
Dry pelts. .... 9½@10	9½@10	10	@10

# Chicago Section

Dr. R. F. Eagle, vice president of Wilson & Co., Inc., is on a trip to the Pacific Coast.

Charles Schlagel, of the Davidson Commission Co., is spending his vacation at Koontz Lake, Ind.

F. G. Duffield, vice president of J. E. Decker & Sons, Mason City, Ia., was in the city this week on business.

Robert Burrows, of J. C. Wood & Co., provision traders, spent a part of the past week on a trip to the East.

George W. Martin, vice president of John Morrell & Co., located at Chicago, has just returned from a two weeks' vacation at Egg Harbor, Wis.

M. D. Harding, assistant general manager of plants, Armour and Company, recently returned from a tour of all the plants of the company.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 16,143 cattle, 3,808 calves, 19,816 hogs, and 30,717 sheep.

D. J. Gallagher, president of D. J. Gallagher & Co., packinghouse brokers, has gone to the lakes region of Minnesota on a two weeks' fishing trip. Poor fish!

John C. Cutting, advertising manager of Wilson & Co., will attend the convention of the National Retail Meat Dealers' Association at West Baden, Ind., on Aug. 3, 4, 5, and 6.

H. K. Becker, vice president and general manager of the Peters Machine Co., has been spending four weeks at Atlantic Beach with his family. He will be back on the job this week.

Vice president Fred J. Duffield of Jacob E. Decker & Sons Co., Mason City, Iowa sampled the brand of heat they have in the East while attending a directors' meeting at New York this week.

Provision shipments from Chicago for the week ended July 25, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	15,403,000	15,029,000	13,010,000
Fresh meats, lbs.	42,314,000	43,235,000	47,069,000
Lard, lbs. ....	4,587,000	2,546,000	3,807,000

Henry Cohn, president of Automatic Linker Company, New York, after returning from Kansas City to Chicago had a slight stroke on July 10 and was ordered to his home in New York City. He is on the way to recovery, but has been ordered by his doctor to take a complete rest for a month or so.

T. G. Lee, president of Armour and Company, will address the convention of the National Retail Meat Dealers' Association at West Baden, Ind., on Monday, Aug. 3. Also in attendance at the meeting from Armour and Company will be R. D. McManus, public relations department, F. H. Helmreich, dealer service department, and F. D. Warner, of the sales department.

## In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

## IMMIGRANT BOY REACHES TOP.

Specialization may be the call of the hour. But Herman A. Amberg, president of C. A. Durr Packing Co., Utica, N. Y., has been riding a specialty—making good meat products—for forty years. And in this activity he has found plenty of romance and opportunity for the exercise of his abilities.

Herman celebrated the 50th anniversary of his arrival in America in July, and he was looking back over his half-century in the meat industry.

"I thought," said he, "that after ten years in the meat trade I must have conquered all its problems, that I must be nearly perfect. But now, after more than forty years at it, I realize that there is always something new to learn in the ever-changing methods of packing-house practice.

"The first fifty years are truly the hardest," continued this veteran of the packing industry. I look back now to the scene at Castle Garden in July, 1881, when I landed in this country alone and with exactly \$3 in my pockets. I was then 15 years old, had no knowledge of the English language and no friends here. My first act was to

purchase a German newspaper to read the want ads, and then to tramp from Battery Park to Central Park looking for a job.

"My first job was with Beinecke & Sons, then canners of meat for the South American trade. Thus began my career as a packinghouse man. There was no Western beef at that time, and all of the local beef was killed in New York City. Beinecke & Sons had a contract for all of the cattle heads, about 500 a day, and here I learned to bone beef at a salary of \$1 a day.

"My next venture took me to Rohs & Bro. (father and uncle of our famous "Prince Albert.") Here I had my first lessons in sausagemaking and packing-house work.

"However, sales experience and a knowledge of the English language seemed to be my next logical requirement. So into the retail market I went, at a salary of \$5 per month and my board. The heartaches and confusion which attended me seemed to have been the worst. For I could neither speak nor write a word of English. You can imagine the obstacles I encountered in taking orders. The hours, too, were long, from 5 a. m. until 8 or 9 at night, and on Sunday from 6 a. m. until 1 p. m., or until the work was finished.

"I went next to Charles Riffel, where I became a journeyman butcher. In 1883 the first carload of Western beef was sold in New York City and Mr. Riffel bought one of the first carcasses, weighing about 600 lbs., at a cost of five cents a pound. The quality was excellent, but there were no refrigerator cars in those days, and the beef didn't stand up any too well.

"After several years in the retail markets I fancied that sausage-making carried the greater appeal. During the next few years I worked for several of the leading New York sausage-makers, among them being Charles Lindner, Andrew Taffner and Charles Harnischfeger.

"In 1888 the opportunity came to go with the H. L. Handy Co., Springfield, Mass., then a small concern employing only five men. From 1888 to 1919 the personnel of this firm increased to 250 men, and a five million dollar business in 1919 earned for the firm the title of the most successful sausage manufacturing concern in the East. There had been promotion for me, too. I had advanced from sausage-maker to general manager.

"In January, 1919, I joined the C. A. Durr Packing Co., Inc., in Utica, N. Y. That company then had a force of 35 men and killed between 300 and 400 hogs a week."

Here Herman Amberg stopped, too modest to tell of the strides made in this company with the aid of executives like treasurer J. M. Snyder and an able staff. Durr today is one of the most progressive and successful of the smaller meat packing concerns of the industry.

And as he celebrates his golden anniversary as a member of the American meat trade Herman Amberg's feeling is one of pride and satisfaction for the part he has had in helping to build the



FIRST 50 YEARS THE HARDEST.

Herman A. Amberg, president C. A. Durr Packing Co., Utica, N. Y., celebrates the 50th anniversary of his landing in New York as a lonely immigrant boy with \$3 in his pocket.

JOS. H. HEINEMAN  
CHAS. E. HAMAN

**HEINEMAN-HAMAN**  
INC.

**PROVISION  
BROKERS**

402-10 W. 14TH STREET  
New York City

industry and to maintain its high standards. He is an enthusiastic member of the Institute of American Meat Packers and hardly ever fails to attend its meetings.

SMART MEAT MERCHANTIZERS.

T. E. Edmondson, assistant manager of the meat and fish department of the Hudson's Bay Company, Winnipeg, accompanied by F. G. Dennett of the same department, were visitors in Chicago last week. Vacating by means of an automobile trip from Winnipeg, and visiting meat centers on the way, Mr. Edmondson and Mr. Dennett spent several days in Chicago, looking over the stock yards and large retail meat markets.

As in the case of many organizations in the States, they report a dollar vol-

ume of business lower than a year ago, but a generally good tonnage volume. Mr. Edmondson said that the meateteria established by the company several years ago, and described in THE NATIONAL PROVISIONER of September 28, 1929, continues to prove popular with the trade, as buyers can select just the kind, size and quality of steak, chop or roast they need.

ESSKAY EMPLOYEES OUTING.

On Sunday, July 19, members of the Esskay Employee's Club of the Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md., held their second annual outing at Heintzman's Cottage Grove Beach. Over 2,000 Esskay employees, their families and friends enjoyed themselves thoroughly at the park on this day. Nearly 800 people went to

the park by a boat which was chartered by the club; the rest journeyed by automobile.

The plant baseball team defeated the office team by the tight score of 2 to 1 in a game which held many thrills. Umpires Haberkorn and McCahn did a very capable job. The Misses Nash won first and second prize in the beauty contest. The outstanding contestant in the athletic events of the day was Willis Freiert, who took four prizes. Bob Iula furnished the music for the dancing, and the dancing contest was one of the bright features of the day.

President Welfelt of the Esskay Employee's Club considered the affair a big success. These affairs help to develop the friendly spirit of cooperation, loyalty and enthusiasm that prevails among all employees of this progressive packing concern.

## GUGGENHEIM BROS.

CHICAGO, ILL.

PACKERS & EXPORTERS

U. S. YARDS

### DRESSED BEEF

Beef Cuts, Sausage Meats, Offals, Beef Hams, Dried Beef, Barrel Beef, Beef Casings

## Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
526-530 St. Paul St., Baltimore, Md.  
902 Woodward Bldg., Washington, D. C.

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Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

ROBERT J. McLAREN, A.I.A.  
ARCHITECT

DESIGNING AND SUPERVISING CONSTRUCTION  
PACKING PLANTS—COLD STORAGE WAREHOUSES

1801 Prairie Ave. Chicago, Ill.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

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## PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.  
EXCLUSIVE PACKERS REPRESENTATIVES  
PACKING HOUSE PRODUCTS

CHICAGO

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT  
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
July 30, 1931.

FUTURE PRICES.									
SATURDAY, JULY 25, 1931.									
			Open.	High.	Low.	Close.			
REGULAR HAMS.	LARD—								
Green. Standard.	Sweet Pickled.	Fancy.	July ...	7.67½	7.67½	7.62½	7.62½		
8-10	14%	15½	Aug. ...	7.67½	7.67½	7.62½	7.62½		
10-12	14	15	Sept. ...	7.75	7.75	7.65	7.65		
12-14	14	14½	Oct. ...	7.75	7.75	7.65	7.65		
14-16	13%	14	Dec. ...	6.97½	6.97½	6.95	6.95		
10-16 range	14	...							
BOILING HAMS.	CLEAR BELLIES—								
Green. Standard.	Sweet Pickled.	Fancy.	July ...	...	...	7.50n			
16-18	13%	14%	Aug. ...	...	...	7.50n			
18-20	13	14	Sept. ...	...	...	7.57½n			
20-22	12%	13%							
16-22 range	13	...							
SKINNED HAMS.	LARD—								
Green. Standard.	Sweet Pickled.	Fancy.	July ...	7.45	7.45	7.40	7.40		
10-12	15%	15%	Aug. ...	7.45	7.45	7.40	7.40		
12-14	15	15½	Sept. ...	7.50	7.50	7.50	7.50		
14-16	14%	14½							
16-18	13	13½							
18-20	11½	12%							
20-22	10%	12							
22-24	10	11%							
24-26	9%	11							
25-30	9%	10%							
30-35	9%	10½							
PICNICS.	CLEAR BELLIES—								
Green. Standard.	Sweet Pickled.	Sh. Shank.	July ...	...	...	7.65n			
4-6	11	11	Aug. ...	...	...	7.65b			
6-8	10½	10½	Sept. ...	7.75	7.75	7.75	7.75		
8-10	8½	8½							
10-12	7½	8%							
12-14	7½	8							
BELLIES.	LARD—								
Green.	Cured.	Dry Cured.	July ...	7.80	7.80	7.80ax	7.80ax		
6-8	15	15½	Aug. ...	7.80	7.80	7.80	7.80		
8-10	14½	14½	Sept. ...	7.90	7.90	7.90	7.90		
10-12	12%	12%							
12-14	11½	12							
14-16	11	11							
16-18	10½	10½							
D. S. BELLIES.	CLEAR BELLIES—								
Standard.	Fancy.	Rib.	July ...	7.77½	7.77½	7.70	7.70ax		
16-18	9%	9%	Aug. ...	7.77½	7.77½	7.70	7.70		
18-20	8½	9%	Sept. ...	7.77½	7.77½	7.70	7.70ax		
20-25	7½	9%	Oct. ...	7.70	7.70	7.67½	7.67½		
25-30	7½	9%	Dec. ...	6.87½	6.87½	6.85	6.85		
30-35	7½	...							
35-40	7½	...							
40-50	7½	...							
D. S. FAT BACKS.	LARD—								
Standard.	Export Trim.		July ...	7.65	7.65	7.47½	7.47½n		
8-10	6½	6½	Aug. ...	7.65	7.65	7.47½	7.47½		
10-12	6½	6½	Sept. ...	7.67½	7.67½	7.47½	7.47½		
12-14	6½	6½	Oct. ...	7.65	7.65	7.40	7.40		
14-16	6½	6½	Dec. ...	6.80	6.80	6.62½	6.62½		
16-18	6½	6½							
18-20	7	7½							
20-25	7½	7½							
OTHER D. S. MEATS.	CLEAR BELLIES—								
Extra short clears	35-45	7½n	July ...	...	...	7.47½n	7.47½n		
Extra short ribs	35-45	7½n	Aug. ...	...	...	7.47½	7.47½		
Regular plates	6-8	6%	Sept. ...	...	...	7.47½	7.47½		
Clear plates	4-6	6	Oct. ...	...	...	7.47½	7.47½		
Jowl butts	6	6	Dec. ...	...	...	7.47½	7.47½		
Green square jowls	6½	6½							
Green rough jowls	6	6							

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## THE NATIONAL PROVISIONER

## CHICAGO RETAIL MEATS

## Beef.

Week ended	July 29, '31.	Cor. wk.	No. No.	No. No.	No. No.
	No. No.	No. No.	No. No.	No. No.	No. No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy. end.	28	16	30	27	16
Rib roast, lt. end.	30	28	15	40	30
Chuck roast	16	12	25	21	20
Steaks, round	32	30	40	25	20
Steaks, sirloin, 1st cut	30	30	40	35	25
Steaks, porterhouse	40	38	20	50	40
Steaks, flank	25	24	18	25	24
Corned bricketts,					
boneless	22	21	12	32	12
Corned plates	9	5	12	20	12
Corned rumps, buls. 22	22	15	25	22	12

## Lamb.

Good.	Com.	Good.	Com.
Hindquarters	28	12	30
Legs	25	12	28
Stews	12	10	15
Chops, shoulders	25	20	25
Chops, rib and loin	40	25	50

## Pork.

Loins, 8@10 av.	26	@30	24	62
Loins, 10@12 av.	25	@28	24	62
Loins, 12@14 av.	18	@22	18	62
Loins, 14 and over.	12	@15	15	62
Chops	30	@32	27	62
Shoulders	14	@16	16	62
Butts	18	@20	22	62
Spareribs	10	@12	14	62
Hocks	12	@12	12	62
Leaf lard, raw.	9	@9	9	62

## Veal.

Hindquarters	22	@24	28	62
Forequarters	13	@14	14	62
Legs	22	@25	28	62
Breasts	15	@16	16	62
Shoulders	14	@16	20	62
Cutlets	18	@28	30	62
Rib and loin chops	24	@24	24	62

## Butchers' Offal.

Set	1 1/4	6 1/2
Shop fat	1	1 1/2
Bone, per 100 lbs.	15	15
Calf skins	10	10
Kips	10	10
Deacons	8	8

## CURING MATERIALS.

Nitrate of soda, l. c. l. Chicago	10%	
Saltpeter, 25 bbl. lots, f.o.b. N. Y.	6%	
Dbl. refined granulated	6%	
Small crystals	7%	
Medium crystals	7%	
Large crystals	8%	
Dbl. refd. gran. nitrate of soda	8%	
Less than 25 bbl. lots 1/4 more		
Boric acid, carloads, p.wd., bbls.	8%	
Crystals to powdered, in bbls., in		
5 ton lots or more	8%	
In bbls. in less than 5-ton lots	9%	
Borax, carloads, powdered, in bbls.	5	
In ton lots, gran. or p.wd., bbls.	5	

## Salt—

Granulated, carloads, per ton, f.o.b. Chicago	...	
Medium, carloads, per ton, f.o.b. Chicago	...	
bulk	...	
Rock, carloads, per ton, f.o.b. Chicago	...	
Rock, carloads, per ton, f.o.b. Chicago	...	

## Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans	61 1/2	
Second sugar, 90 basis	60	
Testing, 63 to 65 combined sucrose and invert. New York	62	
Standard gran. f.o.b. refiners (2%)	63 1/2	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	64 1/2	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	64 1/2	

## SPICES.

(These prices are basis f.o.b. Chicago.)	Whole.	Ground.
Allspice	8	12
Cinnamon	12	18
Cloves	22	27
Coriander	5	7
Ginger	48	62
Mace	62	62
Nutmeg	12	18
Pepper, black	18	18
Pepper, Cayenne	12	20
Pepper, red	12	20
Pepper, white	20	24

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40	1.42½
Oak pork barrels, black iron hoops	1.47½	1.50
Ash pork barrels, galv. iron hoops	1.60	1.62½
White oak ham tierces	2.45	2.47½
Red oak lard tierces	1.87½	1.90
White oak lard tierces	2.12½	2.15

August 1, 1931.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended	
Prime native steers—		
400-600	15 1/2@16 1/2	
600-800	13 @14 1/2	
800-1000	12 1/2@13	
Good native steers—		
400-600	14 1/4@15	
600-800	13 @14	
800-1000	12 @13	
Medium steers—		
400-600	13 1/2@14	
600-800	12 1/2@13	
800-1000	11 1/2@12	
Heifers, good	400-600	12 @13
Cows, 400-600	8	22 1/2
Hind quarters, choice		
Fore quarters, choice		10

## Beef Cuts.

	Week ended	Cor.
Steer loins, prime	31	
Steer loins, No. 1	29	34
Steer loins, No. 2	25	31
Steer short loins, prime	41	
Steer short loins, No. 1	39	45
Steer short loins, No. 2	31	39
Steer loin ends (hips)	19	24
Steer loin ends, No. 2	19	23
Cow loins	16	20
Cow short loins	19	23
Cow loin ends (hips)	14	16
Steer ribs, prime	20	
Steer ribs, No. 1	17	20
Steer ribs, No. 2	16	19
Cow ribs, No. 2	11	10
Cow ribs, No. 3	10	10
Steer rounds, prime	20	
Steer rounds, No. 1	17	18 1/2
Steer rounds, No. 2	16 1/2	18
Steer chuck, prime	11 1/2	
Steer chuck, No. 1	10	12
Steer chuck, No. 2	9 1/2	11
Cow rounds	14 1/2	15
Cow chuck	8	9 1/2
Cow plates	6 1/2	8 1/2
Medium plates	6 1/2	7 1/2
Briskets, No. 1	12	13
Cow naval ends	3 1/2	5
Cow naval ends	3	5 1/2
Foie shanks	5	8
Hind shanks	3 1/2	6
Strip loins, No. 1, bns.	45	60
Strip loins, No. 2	35	45
Striploin butts, No. 1	29	30
Striploin butts, No. 2	20	23
Beef tenderloins, No. 1	55	70
Beef tenderloins, No. 2	50	65
Bump butts	18	28
Round steaks	16	19
Shoulder clods	10 1/2	14
Hanging tenderloins	8	11
Inside, green, 6@8 lbs.	13 1/2	
Outsides, green, 5@6 lbs.	9 1/2	
Knuckles, green, 5@6 lbs.	12 1/2	

## Beef Products.

Brains (per lb.)	@ 6	10
Hearts	@ 6	9
Tongues	25	33
Sweetbreads	15	28
Ox-tail per lb.	6	10
Fresh tripe, plain	6	8
Fresh tripe, H. C.	8	10
Brain	15	18
Kidneys, per lb.	10	15

## Veal.

Choice carcass	.15	@ 16
Good carcass	.13	@ 14
Good saddles	.20	@ 21
Good racks	.10	@ 11
Medium racks	7	8 @ 10

## Veal Products.

Brains, each	@ 6	9
Sweetbreads	45	60
Calf livers	45	55

## Lamb.

Choice lambs	@ 22	20
Medium lambs	18	18
Choice saddles	26	25
Medium saddles	24	23
Choice fores	18	15
Medium fores	16	13
Lamb fries, per lb.	30	33
Lamb tongues, per lb.	15	16
Lamb kidneys, per lb.	25	25

## Mutton.

Heavy sheep	@ 5	7
Light sheep	10	11
Heavy saddles	7	8
Light saddles	12	14
Heavy fores	4	6
Light fores	8	8
Mutton legs	13	15
Mutton loins	10	13
Mutton stew	6	7
Sheep tongues, per lb.	10	16
Sheep heads, each	9	10

## THE NATIONAL PROVISIONER

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 25	@ 24
Picnic shoulders	12	14
Skinned shoulders	11	15
Tenderloins	38	50
Spine ribs	8	11
Sticks, fat	9	12
Boston butts	13	19
Boneless butts, cellar trim	24	23
Hocks	7	10
Tails	7	12
Bone necks	4	4
Slip bones	10	14
Blade bones	9	14
Pigs' feet	4	6
Knuckle bones, per lb.	11	15
Livers	5 1/2	6
Brain	10	10
Bars	5	7
Snouts	7	7
Heads	8	9

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	
Country style sausage, fresh in link	
Country style sausage, fresh in bulk	
Country style pork sausage, smoked	
Frankfurts in sheep casings	
Frankfurts in hog casings	
Bologna in beef bungs, choice	
Bologna in cloth, paraffined, choice	
Bologna in beef middies, choice	
Liver sausage in hog bungs	
Smoked liver sausage in hog bungs	
Liver sausage in beef rounds	
Head cheese	
New England luncheon specialty	
Minced luncheon specialty, choice	
Tongue sausage	
Blood sausage	
Souse	
Polish sausage	

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	
Thuringer Cervelat	
Farmer's Cervelat	
Bratwurst	
12 C. Salami, choice	
Milano Salami, choice, in hog bungs	
B. C. Salami, new condition	
Frizze, choice, in hog middies	
Genua style Salami	
Pepperoni	
Mortadella, new condition	
Capicoli	
Italian style hams	
Virginia hams	

## SAUSAGE MATERIALS.

Regular pork trimmings	5 1/2@ 6
Special lean pork trimmings	12@12 1/2
Extra lean pork trimmings	12@12
Neck bone trimmings	7
Pork cheek meat	6@6 1/2
Pork livers	6@6
Pork hearts	6@6 1/2
Native boneless bull meat (heavy)	6@6 1/2
Boneless backs	6@6 1/2
Shank meat	6@6
Beef trimmings	5 1/2@ 6
Beef hearts	3 1/2@ 6
Beef cheeks (trimmed)	4 1/2@ 6
Dressed canners, 300 lbs. and up	5@5
Dressed cutter cows, 400 lbs. and up	6@6
Dr. bologna bulls, 600 lbs. and up	6@6
Beef tripe	24@24
Pork tongues, canner trim S. P.	6@6

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Domestic rounds, 180 pack	23
Domestic rounds, 140 pack	35
Export rounds, wide	51
Export rounds, medium	25
Export rounds, narrow	32
No. 1 weasands	11
No. 2 weasands	.07
No. 1 bungs	.18
No. 2 bungs	.12
Middles, regular	1.00
Middles, select, wide, 2@2 1/2 in. diameter	1.25
Dried bladders:	
12-15 in. wide, flat	1.70
10-12 in. wide, flat	.120
8-10 in. wide, flat	.50
6-8 in. wide, flat	.08
Hog casings:	
Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.10
Medium, regular, per 100 yds.	1.00
Wide, per 100 yds.	.70
Export bungs	.75
Large prime bungs	.30
Medium prime bungs	.22
Small prime bungs	.12
Middles, per set	.20
Stomachs	.08

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	\$5.00
Large tins, 1 to crate	6.00
Frankfurt style sausage in sheep casings—	6.25
Small tins, 1 to crate	7.25
Smoked link sausage in hog casings—	5.25
Large tins, 1 to crate	6.25
Extra short clear	7 1/2%
Extra short ribs	7 1/2%
Short clear middle, 50-lb. av.	11 1/2%
Clear bellies, 14@16 lbs.	8 1/2%
Rib bellies, 20@25 lbs.	7 1/2%
Rib bellies, 25@30 lbs.	7 1/2%
Fat backs, 10@12 lbs.	6 1/2%
Fat backs, 14@16 lbs.	6 1/2%
Regular plates	6 1/2%
Butts	6

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	20%
Fancy skinned hams, 14@16 lbs.	21
Standard reg. hams, 14@16 lbs.	20
Plencies, 4@6 lbs.	16 1/2%
Fancy bacon, 6@8 lbs.	27 1/2%
Standard bacon, 6@8 lbs.	22
No. 1 beef ham sets, smoked—	
Insides, 5@12 lbs.	20
Outsides, 5@9 lbs.	20
Knuckles, 5@9 lbs.	26
Cooked hams, choice, skin on, fatted.	28 1/2%
Cooked hams, choice, skinless, fatted.	30
Cooked picnics, skin on, fatted.	21
Cooked loin roll, smoked.	22
Pastry, 60-lb. tubs, f.o.b. Chicago.	38

## BARRELED PORK AND BEEF.

Mess pork, regular	\$
Family back pork, 24 to 34 pieces	19.50
Family back pork, 35 to 45 pieces	23.50
Clear back pork, 40 to 50 pieces	24.00
Clear plate pork, 25 to 35 pieces	16.00
Brisket pork	16.50
Beef pork	14.00
Plate beef	12.50
Extra plate beef, 200-lb. bbl.	19.50

## OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	12
Nut, 1-lb. cartons, f.o.b. Chicago	10
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	10
Pastry, 60-lb. tubs, f.o.b. Chicago	11

## LARD.

Prime steam, cash (Bd. Trade)	7.70
Prime steam, loose (Bd. Trade)	6.95
Refined lard, tierces, f.o.b. Chgo.	9
Refined lard, tierces, f.o.b. Chgo.	8 1/2%
Leaf, kettle rendered, tierces, f.o.b. Chicago	9
Neutral, in tierces, f.o.b. Chicago	9
Compound, vegetable, tierces, c.a.f.	10 1/2%

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	6 1/2
Oleo stock	6 1/2
Prime No. 1 oleo oil	5 1/2
Prime No. 2 oleo oil	4 1/2
Prime No. 3 oleo oil	4 1/2
Prime oleo stearine, edible	7 1/2 6 1/2

## TALLOW &amp; GREASES.

(In Tank Cars or Drums)	

</tbl

# Retail Section

## Dealer Should Know All About His Costs When Meat Prices Are Down

Meat prices are low. Compared with the peak in 1929, they are down from 25 to 35 per cent.

The drop has been gradual—so gradual in fact, that many housewives today do not realize just how much less they are paying for meats than one or two years ago.

In localities where retailers have made no particular effort to keep customers informed on meat prices there has been criticism of retail pricing policies. This quickly disappears, however, when consumers get the facts.

A representative of THE NATIONAL PROVISIONER visiting retail meat stores in Chicago and discussing retail meat prices found very little disposition on the part of retailers to take more than their usual margin of profit. The large majority of them are giving the housewife full value for her meat dollar.

### Don't Know How to Price.

And it was noticeable that practically none of those retailers who are playing fair with their customers had any complaints to make against volume or profits. While net income has been reduced considerably in some cases, there was a disposition to consider this inevitable with existing conditions, and to be expected until there is a rise in the level of general purchasing power.

In some localities, however, conditions are being made more difficult by the pricing policies of a few retailers. Prices which obviously are too low easily can be made at this time, it was pointed out, unless a retailer has an accurate record of what it is costing to do business.

Wholesale prices are down, but many other costs have not been reduced, and some have increased. The retailer who bases selling prices solely on the cost of cuts easily can get into difficulty.

### Prices Down 20 to 30 Per cent.

This point was brought out by one retailer who is a "crank" on costs, and who knows to a penny just what it is costing him to do business.

"Compared with the peak in 1929," he said, "we have reduced sirloin steak prices 23 per cent; round steak, 25 per cent; rib roast, 21 per cent; chuck roast, 27 per cent; plate beef, 28 per cent; pork chops, 26 per cent. All other cuts have been reduced in proportion."

"But despite our efforts to play fair with our customers, and to give them full value for every dollar they spend with us, we sometimes are criticized because we have not reduced our prices in proportion to the drop in livestock.

"Most of this criticism is made in good faith. This is why it is so difficult to answer satisfactorily. Our policy always has been to make our prices on the basis of our cost to do business plus a definite percentage of gross profit—the only safe basis on which to operate, we believe.

### Cut Profit 5 Per Cent.

"Our prices are still made in this manner. Every cut is priced with operating costs and profit in mind. But we have tried to play the game fairly.

"When business conditions began to get bad and general consumer buying power fell off, we thought we would do our share in helping to better the situation by reducing our percentage of gross margin 5 per cent. For over a year our prices have been proportionately lower than ever before. But—and here is the trouble—they are not and cannot be reduced in proportion to the reduction in livestock prices.

## MORE BEEF FOR A DOLLAR

### What a Dollar Buys Today



### What a Dollar Bought a Year Ago



## Meats Are Low—Buy Now—Buy Often

### EVIDENCE OF PRICE DECLINES.

This poster for store use is one of a series published by the Institute of American Meat Packers. It measures 8 by 24 ins. and the type is large enough to be read easily at a considerable distance. It is being supplied in quantities to packer members of the Institute, and retailers who are interested in getting facts on price declines to their customers probably can secure it, with others, from those packers from whom they buy.

"In our case we have found that those who have been most emphatic and persistent in their criticisms are those who are least familiar with the meat situation. This is to be expected, perhaps.

"Invariably they compare the price of livestock with the prices being charged for the better grades and cuts of meat. It is obvious to every meat man that such a comparison is unfair. If any such comparison is to be drawn, it should be on the average price of all cuts. Even were the comparison on this basis it would be unfair to the retailer if he had made his prices on the basis of costs.

### They Forget Other Costs.

"A recent analysis of our prices shows that they have not declined in proportion to livestock prices. This is because the price we pay for meat is only one item in our cost of doing business. We are paying less for our meats, but few of our other costs have come down, and some of them have increased.

"I wonder if these other costs are being taken into consideration by some retailers who are pricing their cuts exceptionally low?

"For example, while we own our store building, the rent we must charge against the business has increased due to higher taxes, assessment for new paving and special assessment for a new city sewage disposal system. We also put in a new front, new fixtures, a new ceiling and other improvements, against which an interest charge must be made.

"We might cut the wages of our employees, but have refrained from doing so. This is an expedient we do not care to resort to until the conditions absolutely demand it.

### Wages and Other Expenses.

"Our light and power costs have not been reduced and our advertising rates are the same as they were several years ago. Cost of carrying accounts and making deliveries have shown an increase, due to larger credit losses brought about by existing economic conditions. Many other examples of costs that have not decreased or that have increased might be cited.

"Under such conditions how can retail meat prices follow livestock prices or even wholesale meat prices? And how can we retailers get these facts to the public?

"In our city the price situation has been complicated by certain retailers who have no idea how to figure their selling prices. They make prices that obviously are too low and advertise

August 1, 1931.

## THE NATIONAL PROVISIONER

57

them. Other retailers, who should know better, follow these guesswork prices, and the result is that the public generally gets the wrong idea on the whole retail meat price situation.

In many cities the retailer who is trying to do business on a business basis is finding his problem complicated considerably by this price situation. Our advice to these dealers, based on our own experience, is to tend to their knitting, ignore what the other fellow is doing, handle good meats, give the best possible service, and make prices based on a fair margin of profit.

## Building for the Future.

"This is the policy we have followed and will continue to follow. People are attracted by low prices and will patronize the stores that advertise them. But most housewives are particular when it comes to meats. They will continue to buy from 'price shadars' as long as they get the quality they want. But sooner or later they will have an unfortunate experience that will send them back to their regular butcher, where they can be sure of getting what they want."

"Now is the time, if ever, for the retailer to build good will and permanent customers by giving quality merchandise and service at the lowest prices consistent with good business methods.

## SAUSAGE AS A QUICK MEAL.

During the summer housewives can be encouraged always to keep at least one whole piece of sausage on hand. There are many varieties that will keep indefinitely and will meet many a domestic emergency, as pointed out in the booklet "67 Ways to Serve Sausage."

Tell the housewife the advantages of using sausage not only for the three-meal-a-day routine, but for the bridge luncheon, the summer supper on the porch, the children's lunch box, the man's dinner pail, the impromptu picnic.

Point out to her what a help sausage is for the quick meal that must be prepared on washday or cleaning time. Or for buffet suppers, the midnight spread or at any time that good food easily prepared is desired.

## NEWS OF THE RETAILERS.

D. C. Beakley will add a meat department to his grocery store at 2840 Blackstone ave., Fresno, Cal.

Lester Z. Mitchell has opened a meat market in Stirling City, Cal.

The White Markets, Inc., 10237 Hamilton ave., Detroit, Mich., has been incorporated with capital of \$5,000.

The Western Provision Co., Inc., 1514 Jay st., Detroit, Mich., has been incorporated with capital of \$6,500.

J. J. Urich has succeeded to the meat business of Stephens & Urich, at the corner of Myrtle and Second sts., Mt. Vernon, Wash.

J. Trendler has engaged in the meat business in Cathcart, Wash.

R. E. Strong has engaged in the meat business at 920 W. Lombard st., Portland, Ore.

C. F. Van Kirk has opened a new meat market at 682 Glisan st., Portland, Ore.

Maccagno, the grocer, Armona, Cal., is adding a meat department.

John Leo has engaged in the meat and food business at 152 E. Santa Clara blvd., San Jose, Cal.

## Wholesale and Retail Meat Prices Compared

## New York Meat Prices.

Wholesale and retail meat prices at New York City for the week ending July 25, compared to the previous week and the same week a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

WHOLESALE. BEEF AND VEAL.				WHOLESALE. BEEF AND VEAL.				
	Week July 25, 1931.	Week July 18, 1931.	Week July 26, 1930.		Week July 25, 1931.	Week July 18, 1931.	Week July 26, 1930.	
Steer—				Steer—				
550-700 lbs.,	Choice ..	\$14.25	\$14.25	550-700 lbs.,	Choice ..	\$14.25	\$16.05	
Good ..	13.00	13.15	14.50	Good ..	13.00	13.00	14.50	
700 lbs. up,	Choice ..	13.00	13.55	700 lbs. up,	Choice ..	12.50	12.50	
Good ..	12.50	12.75	14.45	Good ..	12.00	11.90	14.50	
500 lbs. up,	Medium ..	11.00	11.30	500 lbs. up,	Medium ..	11.00	11.00	
Common ..	8.95	9.00	10.80	Common ..	10.00	10.00	11.50	
Cow—				Cow—				
Good ..	10.25	10.25	11.90	Good ..	9.50	9.50	12.15	
Medium ..	8.25	8.75	10.30	Medium ..	8.50	8.50	10.50	
Common ..	7.25	7.30	8.80	Common ..	7.50	7.50	9.50	
Veal carcasses (skin on):				Veal carcasses (skin on):				
Choice ..	20.20	19.60	20.40	Choice ..	15.00	15.60	19.00	
Good ..	17.90	17.40	18.50	Good ..	14.20	14.60	17.00	
Medium ..	15.90	15.40	16.50	Medium ..	13.00	12.60	15.40	
Common ..	14.10	13.50	14.00	Common ..	11.00	10.60	13.00	
LAMB.								
38 lbs. down,	Choice ..	20.90	22.50	38 lbs. down,	Choice ..	20.60	22.00	
Good ..	19.50	21.10	21.20	Good ..	18.60	20.00	20.50	
Medium ..	16.90	18.80	17.30	Medium ..	15.10	17.50	18.10	
39-45 lbs.,	Choice ..	20.50	22.00	39-45 lbs.,	Choice ..	20.60	22.00	
Good ..	18.30	20.10	20.80	Good ..	18.00	20.00	20.50	
Medium ..	16.80	18.40	17.30	Medium ..	16.10	17.50	18.10	
PORK CUTS.								
Fresh—	Loins.		Fresh—		Loins.		Fresh—	
8-10 lbs. av.....	21.50	22.80	22.25	8-10 lbs. av.....	20.30	21.70	21.30	
10-12 lbs. av.....	20.40	21.80	21.15	10-12 lbs. av.....	17.80	20.70	20.20	
12-15 lbs. av.....	17.30	19.20	17.65	12-15 lbs. av.....	13.40	15.60	15.40	
16-22 lbs. av.....	13.70	16.00	12.75	16-22 lbs. av.....	9.70	11.50	12.20	
Shoulders, N. Y. style skinned.								
8-12 lbs. av.....	12.80	12.45	16.60	8-12 lbs. av.....	10.50	11.30	15.00	
Cured—	Hams, smoked, reg. No. 1.		Cured—		Hams, smoked, reg. No. 1.		Cured—	
12-14 lbs. av.....	20.75	20.75	26.00	12-14 lbs. av.....	21.00	21.00	25.00	
14-16 lbs. av.....	20.00	20.00	25.25	14-16 lbs. av.....	19.50	19.50	25.00	
Hams, smoked, skinned, No. 1.								
16-18 lbs. av.....	19.75	19.75	27.00	16-18 lbs. av.....	19.50	19.50	28.00	
18-20 lbs. av.....	19.50	18.50	26.00	18-20 lbs. av.....	18.50	18.50	27.25	
Bacon, smoked, No. 1, dry cure.								
8-10 lbs. av.....	25.50	24.35	29.62	8-10 lbs. av.....	23.50	23.50	29.50	
No. 1 S. P. cure.								
8-10 lbs. av.....	19.40	19.40	23.75	8-10 lbs. av.....	18.00	18.00	23.50	
10-12 lbs. av.....	18.20	18.25	23.75	10-12 lbs. av.....	17.50	17.50	22.00	
LARD.								
Lard, refined, tubs.....	9.75	9.62	11.62	Lard, refined, tubs.....	8.25	8.25	10.50	
RETAIL MEAT PRICES. (Mostly cash and carry—good grade).								
BEEF.								
July 25, 1931.	July 1, 1931.		July 15, 1930.		July 25, 1931.	July 18, 1931.		
	per pound		per pound			per pound		
Porterhouse steak ..	.445	.42	.525	Porterhouse steak ..	.36	.36	.515	
Sirloin steak ..	.405	.37	.46	Sirloin steak ..	.36	.36	.425	
Round steak ..	.36	.345	.45	Round steak ..	.34	.34	.365	
Rib roast, 1st cut ..	.295	.295	.365	Rib roast, 1st cut ..	.21	.225	.30	
Chock roast ..	.295	.205	.26	Chock roast ..	.19	.21	.225	
Plate beef ..	.12	.12	.19	Plate beef ..	.085	.095	.175	
LAMB.								
Legs ..	.265	.27	.335	Legs ..	.235	.235	.285	
Loin chops ..	.40	.425	.00	Loin chops ..	.425	.425	.475	
Rib chops ..	.35	.36	.46	Rib chops ..	.425	.425	.475	
Stewing ..	.115	.11	.15	Stewing ..	.14	.16	.19	
PORK.								
Cheeks, center cuts ..	.315	.305	.36	Cheeks, center cuts ..	.25	.30	.45	
Bacon, strips ..	.305	.31	.36	Bacon, strips ..	...	...	...	
Bacon, sliced ..	.355	.365	.43	Bacon, sliced ..	.225	.225	.29	
Hams, whole ..	.235	.25	.30	Hams, whole ..	.16	.16	.21	
Picnics, smoked ..	.17	.165	.23	Picnics, smoked ..	...	...	...	
LARD.								
Lard ..	.10	.10	.145	Lard ..	.06	.06	.13	
VEAL.								
Cutlets ..	.45	.44	.575	Cutlets ..	.38	.38	.29	
Cheeks ..	.375	.375	.43	Cheeks ..	.325	.34	.40	
Stewing ..	.175	.175	.215	Stewing ..	.12	.135	.215	
The Palace Meat Market has been opened by Marshall Brothers at Northport, Wash.								
Peterson Brothers, Moscow, Ida., have purchased the meat business at 123 E. 3rd st. and will institute several improvements.								
Ray C. Sleepers is erecting a meat market at 2103-11 Wilshire Blvd., Santa Monica, Cal.								

Wholesale and retail meat prices at Chicago for the week ending July 25, compared to the previous week and the same week a year ago, are reported by the U. S. Bureau of Agricultural Economics as follows:

WHOLESALE. BEEF AND VEAL.				
	Week July 25, 1931.	Week July 18, 1931.	Week July 26, 1930.	
Steer—				
550-700 lbs.,	Choice ..	\$14.25	\$14.15	
Good ..	13.00	13.00	14.50	
700 lbs. up,	Choice ..	13.00	12.50	
Good ..	12.50	12.00	14.50	
500 lbs. up,	Medium ..	11.00	11.00	
Common ..	8.95	10.00	11.50	
Cow—				
Good ..	10.25	10.25	11.90	
Medium ..	8.25	8.75	10.30	
Common ..	7.25	7.30	8.80	
Veal carcasses (skin on):				
Choice ..	20.20	19.60	20.40	
Good ..	17.90	17.40	18.50	
Medium ..	15.90	15.40	16.50	
Common ..	14.10	13.50	14.00	
LAMB.				
38 lbs. down,	Choice ..	20.90	22.50	
Good ..	19.50	21.10	21.20	
Medium ..	16.90	18.80	17.30	
39-45 lbs.,	Choice ..	20.50	22.00	
Good ..	18.30	20.10	20.80	
Medium ..	16.80	18.40	17.30	
PORK CUTS.				
Fresh—	Loins.		Fresh—	
8-10 lbs. av.....	21.50	22.80	22.25	
10-12 lbs. av.....	20.40	21.80	21.15	
12-15 lbs. av.....	17.30	19.20	17.65	
16-22 lbs. av.....	13.70	16.00	12.75	
Shoulders, N. Y. style skinned.				
8-12 lbs. av.....	12.80	12.45	16.60	
Cured—	Hams, smoked, reg. No. 1.		Cured—	
12-14 lbs. av.....	20.75	20.75	26.00	
14-16 lbs. av.....	20.00	20.00	25.25	
Hams, smoked, skinned, No. 1.				
16-18 lbs. av.....	19.75	19.75	27.00	
18-20 lbs. av.....	19.50	18.50	26.00	
Bacon, smoked, No. 1, dry cure.				
8-10 lbs. av.....	25.50	24.35	29.62	
No. 1 S. P. cure.				
8-10 lbs. av.....	19.40	19.40	23.75	
10-12 lbs. av.....	18.20	18.25	23.75	
LARD.				
Lard ..	.10	.10	.145	
VEAL.				
Cutlets ..	.45	.44	.575	
Cheeks ..	.375	.375	.43	
Stewing ..	.175	.175	.215	

## New York Section

### NEW YORK NEWS NOTES.

J. A. Rehm, cattle buyer, Armour and Company, Chicago, is in the city this week.

Leo Bartenstein, engineering department, Wilson & Company, Chicago, was in New York during the week.

T. F. Driscoll, advertising director of Armour and Company, Chicago, was a visitor to the city this week.

J. K. Fisher, provision department, New York office of Swift & Company, is on vacation golfing at Bloomfield, N. J.

O. A. Pregenzer, sales division, New York office of Swift & Company, is spending a week's vacation in Cape Cod.

Samuel Slotkin, president of the Hygrade Food Products Corporation, is on a business trip to Detroit and Chicago.

B. F. McCarthy, local representative, U. S. Bureau of Agricultural Economics, has returned from a week-end tour of New England.

Miss Marion Flahery, of the 643 Brook ave. branch of Conron Brothers, is on a two weeks' vacation. Miss Flahery will motor to Boston, Maine and Canada.

Sam Bronnenkant, metropolitan sales manager, Stahl-Meyer, Inc., is making a trip to Idaho on his vacation, which commenced this week.

Meat, fish, poultry and game seized and destroyed in the city of New York by the Health Department during the week ended July 25, 1931, was as follows: Meat—Brooklyn, 236 lbs.; Manhattan, 1,282 lbs.; Richmond, 1,518 lbs.;

total, 3,036 lbs. Fish—Manhattan, 34 lbs. Poultry and Game—Manhattan, 108 lbs.

F. W. Pratt, of the New York district office of Wilson & Company, is spending a vacation at Chautauqua, N. Y., where his son, W. F. Pratt, is singing in opera. The promise which young Mr. Pratt's voice showed as a child has developed to such an extent that during the past winter he has been a chorister in St. Thomas' Church in New York City.

The U. S. Bureau of Agricultural Economics will add to its service the grading of meats throughout the country in soldiers' homes, on August 1st. This is in addition to the service now being supplied in the veterans' hospitals. Partly due to the liberal supply of strictly choice meats coming into the New York market, and partly due to increased demand for grading, the local department has materially increased its staff during the last few weeks.

A new company to operate under the firm name of Eugene De Dea, Inc., with headquarters at 207 Market st., Wallabout Market, Brooklyn, has been formed. The company will act as distributors of all manufactured pure meat products and will open on August 10. The firm is composed of Eugene De Dea, sr., for thirty years in the sales department of Adolf Gobel; Eugene De Dea, jr., sixteen years in the same department; A. Bruggner, for twenty years credit manager, and Peter Pfeiffer, for sixteen years in the sales department.

The trade was shocked this week to learn of the passing of Norman S. Pierson, district sales manager of Van Wagenen & Schickaus, Newark, N. J. Mr. Pierson died Tuesday morning in

the hospital where he had been for four weeks, following an operation. He had been with Van Wagenen & Schickaus for eleven years and was liked not only by the firm but by the trade generally. He was 34 years old and is survived by his wife and one child. The funeral took place at his home in Hillside, N. J., on Thursday.

The Gansevoort Independent Meat Corporation announced the opening of its house at 523 West st. on Saturday, August 1, with a full line of beef, veal, pork and lamb. The manager is John H. Shoemaker, one of the best-known meat men in the metropolitan district. His associates in the company are J. Wormser, N. Eisler and M. Schwartz, all well-known to the trade. The concern has branches as follows: Bronx Independent Meat Corporation, 651 Brook ave.; New York Independent Meat Corporation, 2302 Twelfth ave.; North Sixth Street Independent Meat Corporation, 120 North 6th st., Brooklyn; and Jamaica Independent Meat Corporation, 94-05 Sutphin blvd. Jamaica, N. Y.

### AMONG RETAIL MEAT DEALERS.

Despite the torrid weather of the past week the meeting of the Eastern District Branch on Tuesday was well attended. In addition to regular routine matters the only other discussed was the Independent Merchants' Association, established to fight chain stores. This branch endorsed the work of the association.

Mrs. William Kramer, second vice-president of the Ladies' Auxiliary, had a birthday on Monday which was celebrated for several days, the climax being on Wednesday evening when her husband, the youngest of the Kramer brothers, also had a birthday. This was a dinner at their home at which were present George and Charles Kramer and Mr. and Mrs. H. Stoff, the latter Mr. Kramer's sister. On Tuesday evening Mrs. Kramer was given a surprise dinner.

Charles Hembdt, past president Washington Heights Branch, celebrated a birthday on July 29.

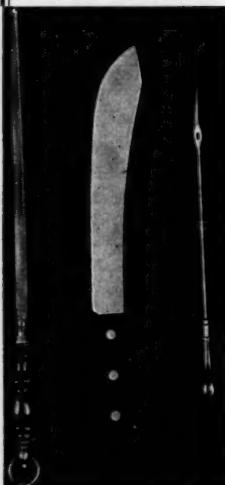
### HONEYMOONERS ARE HOME.

Mr. and Mrs. Moe S. Feldman of Elizabeth, N. J., returned on July 28th, 1931, on the S. S. Majestic from their honeymoon tour abroad. They were married on June 13 at the Hotel Edison, New York City, and sailed on June 17 on the Leviathan, which anchored at Southampton, England. From there they extended their tour through the most important cities of Germany, Switzerland, Russia, Austria Hungary, Italy and France. Mr. Feldman is vice-president of the firm of Feldman Bros. Co., who operate an abattoir at Laurel st. and Trenton ave., Elizabeth, N. J.

### CREAMERY BUTTER OUTPUT.

Production of creamery butter in June totaled 188,040,100 lbs., compared with 174,827,400 lbs. in May and 187,541,000 lbs. in June, 1930. For the first half of the year butter production amounted to 844,531,900 lbs., compared with 819,527,000 lbs. in the first six months of 1930.

## EXCEPTIONAL VALUE!



This complete set of five quality butcher tools sent postpaid to any part of the United States on receipt of this advertisement and \$5.00. C.O.D. order not accepted—send cash or **\$5.00** check. Fully Guaranteed.

- 1—6" Boning Knife, Best Quality Steel
- 1—9" Solid Steel Market Cleaver, German Pattern, 2 lb. 10 oz.
- 1—10" Roast Beef Tier, with eye
- 1—12" Steak Knife, Straight or Cimeter Type (state which)
- 1—14" Butcher Steel, Genuine "Dick" Magnetized

SEND THIS ADVERTISEMENT WITH YOUR ORDER!



**A. C. WICKE MFG. CO.**

414 East 102nd St.

New York, N. Y.

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## Mathieson Ammonia Anhydrous and Aqua

SODA ASH CHLORINE PRODUCTS  
CAUSTIC SODA BICARBONATE OF SODA  
LIQUID CHLORINE H T H (HYPOCHLORITE)  
BLEACHING POWDER PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantees to every Ammonia purchaser utmost value and satisfaction.

**MATHIESON ALKALI WORKS (Inc.)**

250 PARK AVENUE, NEW YORK CITY  
PHILADELPHIA CHICAGO PROVIDENCE  
CHARLOTTE CINCINNATI SALTVILLE, VA.  
Works: NIAGARA FALLS, N. Y.



### L. O. WASHINGTON PASSES.

It was with deep regret that the trade noted the passing of L. O. Washington, former retail trade association executive, on July 23. Mr. Washington has been ill on and off for the last few years, but with grit and determination made a brave fight for life.

He was born in Ashville, N. C., about 37 years ago. He attended Yale for about two years and later took up courses at Columbia. His connection with the retail meat trade commenced about ten years ago when he became affiliated with the Butchers' Mutual Casualty company. Later he was made secretary of Ye Olde New York Branch, and was secretary for the State Association about two years. He was also secretary of the Washington Heights

Branch at one time of the association.

He was the founder of the Bulletin, and started the employment department of Ye Olde New York Branch. He increased the membership of Ye Olde New York Branch from a very small number to a very large one, and inaugurated various systems of great value to the members. He frequently acted as arbitrator, and was popular not only with the members of the state association but with the trade also.

Despite the fact he was very ill during the present year, he was active to within a few weeks of his death. The body was viewed in the funeral parlors at 593 Tenth ave., until last Friday afternoon, when it was shipped to Rhode Island for burial. Mr. Washington is survived by the widow, a son and daughter.

### MAY MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in May, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	BEEF AND VEAL	Per capita consumption. Lbs.
May, 1931	424,000,000	3.4
Apr., 1931	421,000,000	3.4
May, 1930	424,000,000	3.5
	PORK AND LARD.	
May, 1931	581,000,000	4.7
Apr., 1931	524,000,000	4.2
May, 1930	598,000,000	4.9
	LAMB AND MUTTON.	
May, 1931	55,000,000	0.44
Apr., 1931	59,000,000	.47
May, 1930	34,000,000	.44
	TOTAL MEATS.	
May, 1931	1,060,000,000	8.5
Apr., 1931	1,004,000,000	8.1
May, 1930	1,076,000,000	8.8

## SPICES and SPECIALTIES

Milk Powder  
Meat Loaf Binder  
Imp. Potato Flour  
Forex Sausage Binder  
Pistachio Nuts  
Souse Pans  
Pimientos  
Edible Gelatine



**M.H. CAIN & CO., INC.**

211 INDIANA AVENUE

CHICAGO ILLINOIS

FOR FULL LUSCIOUS SEASONING-  
USE

## DRY ESSENCE OF NATURAL SPICES

U.S. Patent No. 1,781,154 ~ Manufactured by the  
Makers of Peacock Brand Certified Casing Colors

**W.M.J. STANGE Co.**

2549 W. Madison St.

Chicago, Ill.

## Legg's OLD PLANTATION SEASONINGS

### FOR PORK SAUSAGE

The mellow, uniform flavor of  
sausage seasoned with OLD  
PLANTATION builds sales volume.  
Get the facts! Samples  
and demonstrations on request.  
Our scientific method of process-  
ing, blending, and packing saves  
time and expense!



WE MAKE NOTHING BUT  
PORK, FRANKFURTER AND  
BOLOGNA SEASONINGS

A.C. LEGG PACKING CO. Birmingham, Ala. U.S.A.

**SEASLIC**  
THE ORIGINAL LIQUID SEASONINGS  
**Seasonings in All Forms**

The Modern Seasoning Method  
for All Products

**TRY**

**COLOCUR**  
Rechecked  
**CURING SALT**

SEASLIC, Inc. 718-730 W. 50th Street, C. I. C. 10

August 1, 1931

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers	\$ 7.25@ 8.00
Cows, medium	3.50@ 4.25
Bulls, light to medium	3.50@ 4.25

## LIVE CALVES.

Vealers, good to choice	\$ 8.50@10.00
Vealers, fair to good	6.50@ 8.00

## LIVE LAMBS.

Lambs, good to choice	\$ 8.75@ 9.25
Lambs, medium	7.50@ 8.50
Lambs, culs	@ 5.00

## LIVE HOGS.

Hogs, 160-220 lbs.	\$ 8.75@ 8.85
Hogs, 235 lbs.	7.75@ 8.00
Hogs, 420 lbs.	6.50@ 6.75

## DRESSED HOGS.

Hogs, heavy	@10.50
Hogs, 180 lbs.	@10.75
Pigs, 80 lbs.	@10.75
Pigs, 80-140 lbs.	@10.75

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	15 @16
Choice, native light	16 @17
Native, common to fair	14 @15

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	14 @15
Native choice yearlings, 440@600 lbs.	15 @16
Good to choice heifers	13 @14
Good to choice cows	10 @11
Common to fair cows	8 @9
Fresh bologna bulls	7 1/2 @ 8 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @24	21 @23
No. 2 ribs	19 @21	19 @20
No. 3 ribs	16 @18	17 @18
No. 1 loins	26 @28	28 @30
No. 2 loins	23 @24	26 @28
No. 3 loins	20 @22	22 @24
No. 1 hinds and ribs	18 @20	18 @22
No. 2 hinds and ribs	17 @18	17 @18
No. 3 hinds and ribs	16 @17	16 @17
No. 1 rounds	16 @17	16 @17
No. 2 rounds	14 @15	15 @16
No. 3 rounds	13 @14	14 @15
No. 1 chuck	10 @11	10 @12
No. 2 chuck	8 @9	8 @10
No. 3 chuck	7 @8	8 @9
Bolognias	8 @9	8 @9 1/2
Rolls, reg. 6@8 lbs. avg.	22 @23	
Rolls, reg. 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	50 @60	
Tenderloins, 5@6 lbs. avg.	50 @60	
Shoulder clods	10 @11	

## DRESSED VEAL.

Choice	19 @21
Good	17 @19
Medium	16 @18
Common	14 @16

## DRESSED SHEEP AND LAMBS.

Lamb, choice	20 @21
Lamb, good	18 @20
Sheep, good	9 @11
Sheep, medium	7 @9

## FRESH PORK CUTS.

Pork loins, fresh, Western	10@12 lbs. 20 @22
Pork tenderloins, fresh	40 @45
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	15 @16
Shoulders, Western, 10@12 lbs.	12 @13
Butts, boneless, Western	15 @16
Butts, regular, Western	16 @17
Kidneys, 10@12 lbs. avg.	18 @19
Hams, city, fresh, 6@10 lbs. avg.	24 @25
Picnic hams, Western, fresh, 6@8 lbs. average	11 @12
Pork trimmings, extra lean	16 @17
Pork trimmings, regular 50% lean	8 @9
Spareribs, fresh	9 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	22 @24
Hams, 10@12 lbs. avg.	21 @22 1/2
Hams, 12@14 lbs. avg.	19 @21
Picnics, 4@6 lbs. avg.	15 @17
Picnics, 6@8 lbs. avg.	15 @16
Roulottes, 8@10 lbs. avg.	16 @17
Beef tongue, light	20 @22
Beef tongue, heavy	24 @26
Bacon, boneless, Western	24 @28
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	17 @18

## FANCY MEATS.

Fresh steer tongues, untrimmed	24c a pound
Fresh steer tongues, i. c. trim'd.	40c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	75c a pound
Beef kidneys	15c a pound
Mutton kidneys	11c each
Livers, beef	35c a pound
Oxtails	12c a pound
Beef hanging tenders	20c a pound
Lamb tripe	10c a pair

## BUTCHERS' FAT.

Shop fat	@@ 14
Edible fat	@@ 1
Edible suet	@@ 2 1/2
Cod suet	@@ 1 1/2

## GREEN CALFSKINS.

Prime No. 1 Veals... 11	1.65 1.70 1.80 1.85
Prime No. 2 Veals... 9	1.45 1.45 1.55 2.25
Buttermilk No. 1... 7	1.30 1.35 1.45
Buttermilk No. 2... 5	1.05 1.10 1.20
Branded Gruby ... 4	.65 .70 .80 1.00
Number 3 ..... 4	.60 .65 .70 .85

## BUTTER.

Creamery, extra (92 score)	@@ 25
Creamery, firsts (88 to 80 score)	22 1/4 @ 23 1/4
Creamery, seconds (84 to 87 score)	21 @ 21 1/2
Creamery, lower grades	18 1/2 @ 20 1/2

## EGGS.

(Mixed colors.)

Extra dozen	23
Extra, firsts, dozen	21 @ 22 1/2
Firsts	19 1/2 @ 20
Checks	14 @ 14 1/2

## LIVE POULTRY.

Fowls, colored, fancy via express	@@ 23
Fowls, Leghorns, fancy, via express	18 @ 20

## DRESSED POULTRY.

### FRESH KILLED.

Fowls-fresh dry pkd.-12 to box-fair to good:	
Western, 60 to 65 lbs. to dozen, lb...	@@ 25
Western, 45 to 54 lbs. to dozen, lb...	@@ 25
Western, 43 to 47 lbs. to dozen, lb...	@@ 25
Western, 36 to 42 lbs. to dozen, lb...	@@ 25
Western, 30 to 35 lbs. to dozen, lb...	@@ 19

Fowls-fresh dry pkd.-12 to box-prime to fcy:	
Western, 60 to 65 lbs. to dozen, lb...	@@ 25
Western, 45 to 54 lbs. to dozen, lb...	@@ 24
Western, 43 to 47 lbs. to dozen, lb...	@@ 22
Western, 30 to 35 lbs. to dozen, lb...	@@ 20

Chickens, fresh, 12 to box, prime:	
Broilers, under 17 lbs....	28 @ 29

Ducks—	
Long Island .....	17 @ 18

Quabs—	
White, ungraded, per lb.....	25 @ 30

Young toms, choice.....	30 @ 46
Young hens, choice.....	36 @ 43

Young hens, choice.....	36 @ 43
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Receipts of butter by cities (tubs):	
Wk. to Prev. Last	Since Jan. 1—
July 23, week year.	1931.
Chicago ... 47,354	41,747
N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26
Chi. .... 25 1/2	25 1/2
N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

Chicago ... 47,354	41,747
N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

Chicago ... 47,354	41,747
N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

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N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

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N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

Chicago ... 47,354	41,747
N. Y. .... 25 1/2	25 1/2
Boston ... 26	26
Phila. .... 26	26

Chicago ... 47,354	41,

, 1981.

S.

G 2.0

G 1.25

G 1.50

S & 1.00

S & 1.00

D & 1.00

G 2.00

S & 1.00

D & 1.00

G 2.00

G 2.00

G 1.00

RNS.

00 G 10.00

00 G 10.00

00 G 10.00

00 G 70.00

00 G 200.00

YORK.

products

July 26,

Amount

01,973 lbs.

32,000 lbs.

1,000 lbs.

1,551 lbs.

400 lbs.

1,100 lbs.

5,400 lbs.

800 lbs.

720 lbs.

500 lbs.

3,460 lbs.

1,300 lbs.

26,974 lbs.

07,242 lbs.

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124

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Inc.

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